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Special Articles

Will Citrus Concentrates Outlast the War?	10
Duties of Warehouse Consultants	12
SOS in India	13
Shrimp	15
Economy of Traffic Management	21
WPB Assumes Strict Control of Lumber	23
Chain Conveyor Speeds Handling	24
New Baling Technique	26
How to Cut Air Import Delivery Time	30
CAB or ICC?	31
The Glider Is Here to Stay!	41
Water Routes and Harbors	45
Ice Requirements for Refrigeration	87
Decentralization of Industry	91

o o o

Regular Features

Editorial	9
Handling Equipment Manual	28
Air Cargo	34
Motor Cargo	36
Distribution Worldwide	43
Waterways and Terminals	44
Cold Storage	54
Legal News	58
Motairhandling	99
People	103
Equipment, Services and Supplies	47
Public Warehouse Advertisers	55
Index to General Advertisers	110

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FIELDS SERVED BY DW

The publication in which shipper, carrier, receiver, warehouseman and equipment manufacturer meet on common ground to obtain and exchange ideas and suggestions for more efficient and economical distribution of raw materials and finished products. D and W is a clearing house of information for all who are interested in:

SHIPPING by air, highway, rail and water, of raw materials and finished products of all kinds, from points of origin to points of ultimate destination. D and W insists that efficiency and economy are as imperative in transportation of commodities as in manufacturing and selling.

HANDLING . . . of raw materials and finished products, in bulk, in packages, and in palletized units, for and during production, transportation, storage and distribution. D and W submits that handling costs are a vital factor in determining profits.

WAREHOUSING . of raw materials, finished products and miscellaneous supplies for any or all of the following reasons: as collateral for loans; to anticipate seasonal buying; to obtain lower rates by making bulk rather than l.c.l. shipments; to have spot stocks readily available at important market centers; as an aid in developing new markets. D and W maintains that, for efficient and economical distribution, intelligent and practical warehousing is indispensable.

DISTRIBUTION . . of anything anywhere from points of origin and production to points of ultimate use and consumption whether sectional, national or international. D and W takes the position that more efficient and economical distribution is the present major problem of modern business.

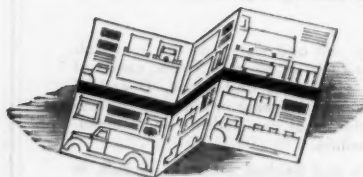


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Basic Needs for Better Distribution

MOST people agree that the broad problems of American industrial production have been solved. War has demonstrated we are able to produce more than we can use of most commodities. Consequently, in its broadest sense, distribution and not production is the problem we will have to solve if we want to avoid serious political and economic trouble after the war.

While most people are likely to agree that more efficient and economical distribution is the present major problem of modern business, unfortunately, distribution means different things to different people. There is a great deal of confused thinking about it.

Because of that, let's try a fresh approach. Let's look at the matter simply, without prejudice, and conceive of distribution as an over-all problem that affects everybody everywhere, and virtually every commodity. Distribution is not merely a local, individual or regional problem. It is fundamental to our whole national economy. If such is the case, and if we have in mind the greatest good for the greatest number, the core of the problem is very simple: how can we get more efficient and economical distribution?

We believe three basic things are needed: (1) broader concepts of distribution; (2) simplification and standardization of methods and practices; (3) organization of industrial and mercantile groups for cooperative action in the interest of better distribution.

The management and editorial staff of *D and W* have given this matter considerable thought. As a result, we have developed some very definite ideas concerning these three points which may be summarized briefly as follows:

1. Broader concepts of distribution. Fundamentally, distribution begins with the origin of raw materials and ends only when a finished product has reached its ultimate destination, that is, the final user or consumer. Transportation, handling, packaging, warehousing, financing and marketing are all integral parts of distribution. A clearer understanding of the inter-relation of the parts to the whole is essential if broader concepts of distribution are to prevail, and if the functions of distribution are to be appraised more intelligently and more profitably.

2. Simplification and standardization of methods and practices. Distribution problems have always been individual for manufacturers and for most producers of raw materials. Consequently, no basic standards have ever been established in distribution in any way comparable with production standards. Until practicable standards of distribution have been developed in all industries maximum efficiency and economy of distribution will be impossible. It is generally admitted that distribution costs are too high. If they can be lowered, and a substantial part of the resultant savings passed on to consumers, to increase consumer buying power, producers and distributors generally will benefit also.

3. Organization of industrial groups. To bring about

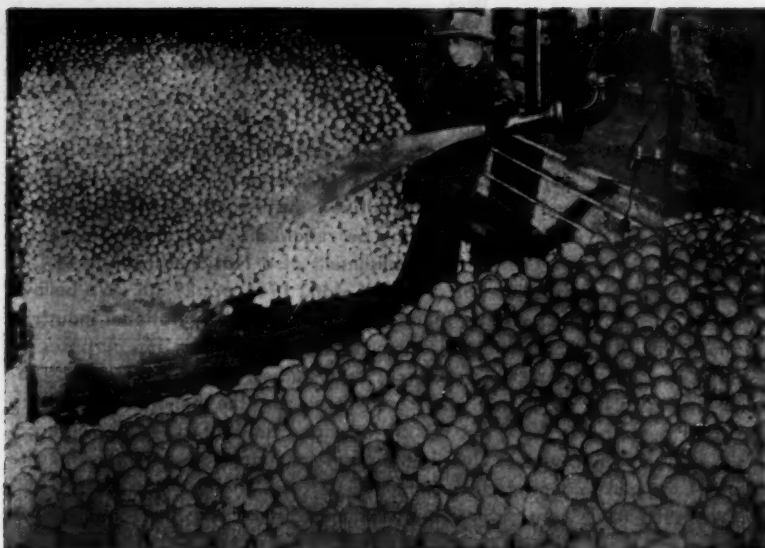
broader concepts of distribution, and simpler methods and standards of practice, organization will be necessary within and between competitive industrial groups. To implement this, legislation may be required. With this in mind, we advocate the establishment of a National Institute of Distribution (see *D and W*, Jan., 1944, pp. 27-30). We believe it should be founded and supported by national industrial and mercantile associations, collectively, for purposes of education, research, cost studies, planning, industrial co-ordination, etc., not merely for the benefit of separate groups, but for all industries, so that all of the integral parts of distribution may function more smoothly for the good of the whole.

To aid in the attainment of these ends, we shall continue to publish constructive and informative material as consistently as possible; we shall search out new ways and means of fostering these ideas and aims, and we shall devote ourselves vigorously and conscientiously to do what we can to help bring about more efficient and economical distribution.

We shall do this because we are convinced more efficient and economical distribution is essential, not only for the future of American business, but, for the welfare of the United States of America. We see enormous possibilities for the future. As a prominent export executive recently stated, "Nations will not only re-build what was destroyed during the war, but will build even more factories, railroads, power plants, roads and other sources of industrial strength in order to protect themselves against future threats of war. The more highly industrialized other nations become, the higher will be their standard of living and their demand for our products and their ability to pay for them. Abolition of distance by the airplane is another important factor."

We agree with that opinion with one important qualification, which we have had occasion to mention before on this page. (See *D and W*, May, 1944, p. 11). As the world's greatest creditor nation, we may find it difficult to export our surplus products satisfactorily, and meet the contingencies of a post-war world in which controls and subsidies by foreign governments are likely to be important factors, and in which formerly non-industrial nations will have been equipped with industrial facilities by reason of our unique lend-lease policy. However, if we are able to make American distribution simpler, more efficient and more economical than that of any other nation or international cartel we shall strengthen and consolidate our competitive position and, at the same time, broaden the scope of our opportunities.

For that reason, as well as for the sake of our own domestic economy, we believe it is imperative for American industry to tackle the problem of distribution with the same energy and resolution, and with something of the same urgency, that it tackled the production problem at the outbreak of the war.



THE FIRE HOSE DOES A GOOD JOB—At the plant of the Exchange Lemons Products Co., Corona, Cal., over 1000 tons of lemons may be handled within a 24-hour day. The stream of cold water washes the fruit and gently moves it onto a conveyor belt.

Will Citrus Concentrates Outlast the War?

The answer seems to be very much in the affirmative, despite problems of temperature and oxygen control, palatability and shipping. But the citrus concentrate industry is not limited to the United States. Our Lend-Lease shipments are building up a demand in Europe and Asia that Palestine, North Africa and South America are helping to supply. After the war, with their lower labor costs and limited shipping facilities, South America, Palestine and North Africa may prove formidable competitors of concentrated food products in foreign markets.

By HELEN KITCHEN BRANSON

LACK of shipping space for transportation of fresh citrus fruits both on land and sea, together with the impracticability of sending such perishable products for long distances via ordinary cargo vessels has given much impetus since the outbreak of the war to the citrus concentrate industries utilizing oranges, grapefruit, and lemons.

Military and Lend-Lease demands call for a source of vitamin C and other nutrient properties present in citrus fruits; these are necessary not only for dietary purposes, but also as therapeutic measures in the healing of surgical wounds and the treatment of certain diseases. But in order to

be available for military uses, citrus products must be in a form that can be shipped in a minimum of space, with a minimum of refrigeration, and stored under varying conditions and accommodations without appreciable losses of the important factors for which they are transported to points of consumption.

Since 1921 manufacturers of citrus products have been putting out various forms of citrus concentrates. At first, growers looked to the concentrate industries as a possible means for reducing shipping costs on low grade fruits and for utilization of surplus crops. So before the war, the concentrate industries had been grad-

ually expanding to meet the needs of a limited domestic market.

Over 5,000,000 Gal. in '43

In 1943, the first eight months showed a record shipment of 3,293,756 gal. of orange, lemon and grapefruit concentrates from California for government purposes alone; in addition to this, manufacturers put out from California over a million gallons for civilian consumption as well. Florida and Texas contributed another 1,823,176 gal. of citrus concentrates during the same period. So it is plainly evident that what was once considered rather a side line to use up excess citrus crops has become a very important part of the marketing and transporting of citrus products.

Shipping Ratio 30 to 1

The immense amount of shipping space conserved by production of the concentrated products can be appreciated with the realization that it takes around 30 cars of fresh fruit to make one carload of concentrated juice.

Three field boxes or about 150 lb. of oranges will make up into one gal. of concentrate—about one-seventh of the original juice strength (the concentration required by government specifications); 18 field boxes make up the six gal. of concentrate that are shipped in each corrugated paper carton used for most Lend-Lease and military shipments.

Although most commercial users do not like this strength of concentration, government specifications require it in order to provide a maximum of fruit nutrients with a minimum of tin, cartons, and transport space. For example, four to one concentration that is often used by commercial markets would not only require 10 instead of the usual six gal. cans to ship the same amount of concentrate, but would take proportionately more of the 4-1 concentrate at the point of consumption to provide the same amount of vitamin C and other citrus nutrients.

Factor of Temperature

Transporting and storage conditions of orange, grapefruit and lemon concentrates have a vital part to play in the real value of the juices at the ultimate point of consumption. Concentrates which are shipped or stored about 90 deg. F. deteriorate in vitamin content very rapidly. Temperatures of 70 deg. to 90 deg. F., although more favorable, still show losses of vitamins around 50 per cent after a three-month period of transport and storage.

In order to keep the concentrates satisfactorily for periods longer than a few weeks, temperatures should be kept below 70 deg. F. Between 40 deg. and 70 deg. F., the concentrates will store very well for one year. Below 40 deg. F. storage for a period of several years has shown little decrease in original nutrient value. Concentrates kept completely frozen solid for periods of several years in the experimental laboratories have shown practically no deterioration of any sort.

Both orange and lemon concentrates show a discoloration and palatability loss in proportion to vitamin loss when stored or shipped at high temperatures. It can be judged from this that citrus concentrates, even when stored in sealed cans, are not imperishable, although of course, their perishability and ease of transportation is considerably better than that of fresh citrus fruits.

Light Icing

Light icing is used in refrigerator cars and cargo vessels in which concentrates are shipped. They are then stored whenever possible in slightly refrigerated storage compartments between 40 deg. and 70 deg. F.

Many experiments have been tried to demonstrate the best storage tem-

Commercial concentrates are packed in 50 gal. wooden barrels, 16 and five gal. kegs. Cases containing concentrates in small glasses convenient for home use are sometimes shipped to Britain, Australia, New Zealand, South Africa, and other foreign countries.

Since oxygen is a rapid deteriorate for vitamin C, cans intended for home use would be of little value were they too large. Containers for mass consumption, however, can obviously be more advantageously and economically transported in the gallon size cans.

Often concentrates for military use are shipped via rail to supply depots where they are specially prepared for shipments overseas or storage in tropical climates where humidity and other factors might

ruin the containers and allow oxygen to seep in.

Post-War Markets

The continued production of citrus concentrates in the post-war era has many factors that will influence the status of the industry.

Chief among these is the problem of shipping fruits for long distances. For example, concentrates are still inferior in taste to fresh fruits. But for purposes of practicability there are certain markets that will always have limited accessibility to fresh citrus produce. Also some markets could not store the required amount of fruit for consumption between arrivals of fresh fruit cargo vessels. Concentrates may have permanent markets here.

The concentrate and undiluted juice industries all make use of very thin-skinned fruit or slightly blemished fruit that can not be successfully packed or shipped for long distances. These products, perfectly good inside, must be marketed locally or in other forms than fresh fruit. They make excellent juices of all kinds. Since many of the concentrate production plants are located near the growing areas, most of the fruit can be carried directly to the preparation plants without packing by truck or rail.

Handling Methods

The oranges, grapefruit, or lemons are taken to the plants and dumped into bins. Many plants have trucks with side doors which can be opened at the bins thus allowing the fruit to roll out.

Railroad spurs are often arranged with the rail nearest the bin slightly lower than the other rail. Thus the sides of the tilted car can be removed and the fruit unloaded with a minimum of handling.

Rubber and gasoline shortages have sharply curtailed motor transportation. (Continued on page 64)

NIGHT PHOTO OF ORANGE PULP KILN of the Exchange Orange Products Co. plant, Ontario, Cal., which operates 24 hours a day. When the juice, oil and pectin have been removed from the oranges the wet pulp is dehydrated into cattle feed. Approximately one ton of dried pulp results in the processing of 10 tons of oranges. A hot blast from the gas burner at the near end of each kiln is drawn through the rotating portion by means of a blower fan at the far end. Kilns are 70 ft. long with 7 ft. inside diameter. Rotation is 5 r.p.m. and the pulp is in the kiln about 12 minutes.



Photos by J. Burton Long Camera Shop

peratures for such foods. Under one demonstration, orange juice, very highly concentrated (72 deg. Brix), was stored for six and one-third years at a maintained temperature of 34 deg. F. A little better than 50 per cent nutrient and palatability qualities were retained at the end of the period.

Identical samples of the same concentrate were stored at a minus 5 deg. F.; after the same period of time only a 10 per cent loss of vitamins and practically no palatability changes took place. Similar conditions have been shown to exist for lemon and grapefruit concentrates.

Shipping Containers

Shipments of concentrated juices are made in a great many different types of containers. The government regulations, as before mentioned, specify six gal. tins to the fibreboard carton. Special labeling and strapping of cartons is required in accordance with the destination and purposes for which the products are to be used.

LOADING CONCENTRATED ORANGE JUICE for Lend-Lease shipment from the Exchange Orange Products Co., Ontario, Cal. Each of these steel-strapped, fiberboard cartons holds six, one-gal. cans of orange juice concentrated to one-seventh of its normal volume. The equivalent of from 10 to 13 packed boxes of oranges is required to make one carton of the concentrated juice.



Duties of Warehouse Consultants

The warehouse consultants to the Space Control Committee of the Surplus War Property Administration have five major duties, not least of which is to advise as to the suitability of available facilities for handling and storing surplus war property as the need arises.

By WARREN T. JUSTICE*

o o o

Regional Sub-committee headquarters.

Duties of Consultants

The general duties of the Consultants are (1) to assist the Committee in locating facilities for the storage of surplus materials; (2) to advise as to the suitability of available facilities for handling and storing each particular type of material and equipment when it becomes surplus and needs to be stored; (3) to inform the warehousing industry regarding the program and to enlist the support of warehousemen in carrying it out; (4) to help in locating and selecting responsible contractors to operate the surplus storage depots when leased or otherwise acquired by the Agencies of the Committee; (5) to advise the Committee regarding any general problem or policy which may arise in connection with the surplus storage program and related activities.

*President, Pennsylvania Warehousing & Safe Deposit Co., Philadelphia, Pa., and Warehouse Consultant to the Space Control Committee, Washington, D. C.

**Reconstruction Finance Corporation, Treasury Procurement Division, War and Navy Departments, and Maritime Commission.

***In addition to Mr. Justice, who is warehouse consultant to the Space Control Committee, Washington, D. C., the warehouse consultants who will work with each of the nine regional sub-committees in the nine Army Service Command Areas are as follows: Region I—T. W. Haskell, Boston Tidewater Terminal, Inc., Boston, Mass.; Region II—J. Lee Cooke, Lackawanna Warehouse Co., Inc., Jersey City, N. J.; Region III—E. V. Sullivan, Terminal Warehouse Co., Philadelphia, Pa.; Region IV—H. C. Avery, Union Terminal Warehouse Co., Jacksonville, Fla.; Region V—W. Lee Cotter, Columbus Terminal Warehouse Co., Columbus, O.; Region VI—G. M. McConnell, Railway Terminal & Warehouse Co., Chicago, Ill.; Region VII—F. M. Cole, Radial Warehouse Co., Kansas City, Mo.; Region VIII—G. K. Weathered, Dallas Transfer & Terminal Co., Dallas, Tex.; Region IX—J. W. Howell, Haslett Warehouse Co., San Francisco, Cal.

WHEN the Surplus War Property Administration was established by President Roosevelt's Executive Order No. 9425 and Mr. W. L. Clayton was appointed Administrator, it was recognized that one of the early major problems to be solved was the handling and storage of the enormous quantities of materials and equipment which would become "surplus" to the government's needs when the European phase of the war approached an end and war production contracts would be cut back and terminated. The problem is already one of considerable magnitude but now represents only a small fraction of what it will be in the near future when Europe is liberated, and when hostilities in the Pacific draw to a close.

Five Major Agencies

To handle this problem effectively, the five major procurement agencies** which will have the responsibility for nearly all the material (except foods) and other property that will make up the "surpluses," have organized the Space Control Committee through which they will coordinate all their "surplus" storage requirements and pool their facilities for satisfying their requirements. The organization of the Space Control Committee, with its Regional Sub-committees in each of the nine Army Service Command Areas, and the general plan of procedure, approved by the cooperating agencies and by SWP Administrator Clayton, have been announced previously.***

A Primary Storage Problem

Because this is a primary problem of storage, the Space Control Committee has sought the advice and help of the merchandise warehousing industry and has appointed 10 active experienced public warehousemen as Consultants to the Committee. One is conveniently located to serve the main Committee in Washington and the others are located one in each of the Service Command Areas convenient to the

For some time to come practically all commercial warehouses will be needed for storage and distribution of goods needed for the direct prosecution of the war and for essential civilian activities in support of the war effort. For that reason, it is the policy of the Committee, with full approval of its Warehouse Consultants, to avoid use of existing public warehouse facilities for the storage of surplus materials.

The locating of idle buildings, sheds, open yards, and the adaptation and equipping of such available facilities to handle surplus machine tools, equipment, component parts, and other materials, will test the abilities of industrial realtors, manufacturers with excess space, and warehousemen alike. This must be done, however, because it would be ruinously expensive to build new temporary structures for this purpose when shortly there will be millions of square feet of war plants, army posts, and eventually army and navy depots and supply stations, available for surplus storage when no longer needed for support of a huge war machine.

AWA Support

To help in the accomplishment of this task, and to enlist the support of the warehousing industry, is the responsibility of the Warehouse Consultants to the Space Control Committee and of their assistants located in strategic cities throughout their respective regions.

In all ways, especially in matters of publicity and education, they have the help of local, state and regional associations functioning for merchandise warehousemen. The American Warehousemen's Assn., Merchandise Division, has pledged to the Committee and to the Consultants the full support of its officers and the facilities of its staff offices in Chicago and Washington. The surplus property problem, however, is one of concern to every member of the merchandise warehousing industry whether or not he is a member of any of the associations.

From the Record

IN its story of the AWA convention held last February at Chicago, *DandW*, in its March issue, p. 56, reported as follows:

"E. Jay Hogan, chief, storage branch, stock-piling and transportation division, WPB, indicated in his talk on 'the storage program from here out,' that surplus war

plants may be used by the government for storage of surplus war materials after the close of hostilities rather than public warehouses.

"As an example of storage requirements, he stated that at least 52,000,000 sq. ft. of storage space will be needed merely for

machine tools held by the Defense Plant Corp.

"In addition, he stated, it is likely that a single warehousing clearing committee will be set up for all governmental agencies, if present plans materialize."

SOS In India

The Services of Supply of the U. S. Army in India are doing an extraordinary job. Every day big Liberty ships loaded with vital supplies for Army operations in China, Burma and India dock at ports in India. The handling, storage and transportation of those supplies is the job of the SOS.

U. S. Army Photos

AT A LARGE PORT IN INDIA heavy cranes made in the United States handle American supplies from ship to pier.

ALONG the Hoogly River, more than 60 miles from the Bay of Bengal, lies Calcutta, most important port in India for the reception of the stream of war materials which is pouring into the Far East from America. Every day ponderous Liberty ships, lying low in the water under their heavy loads of vital supplies and equipment, inch their way up the narrow channel and swing slowly into the docks where they start to discharge their cargoes. Thousands of tons of U. S. food, ammunition and other tools of war are unloaded on Calcutta's docks by the Army and are made ready to start their trip into Assam and on into Burma to supply American and other Allied troops who are fighting the Japs in northern Burma, building the Ledo Road, or cutting air-fields out of the jungle.

Less than a year ago the great port of the second largest city in the British Empire was almost closed to Allied shipping. Jap submarines and aircraft operating in and over the Bay of Bengal made Calcutta a dangerous port. Safer ports existed on the west coast of India—safer, but not as convenient. Use of these ports means long supply routes across country on India's already overburdened railroads. Preparations were made for the reopening of Calcutta to Allied shipping so that this long trip across India could be eliminated.

Improvement of the military situation and partial elimination of the submarine and aircraft menaces in the area of the Bay of Bengal reopened the port of India's largest city, and has already proved a boon to Allied forces in Assam and Burma.

Responsibility for Unloading

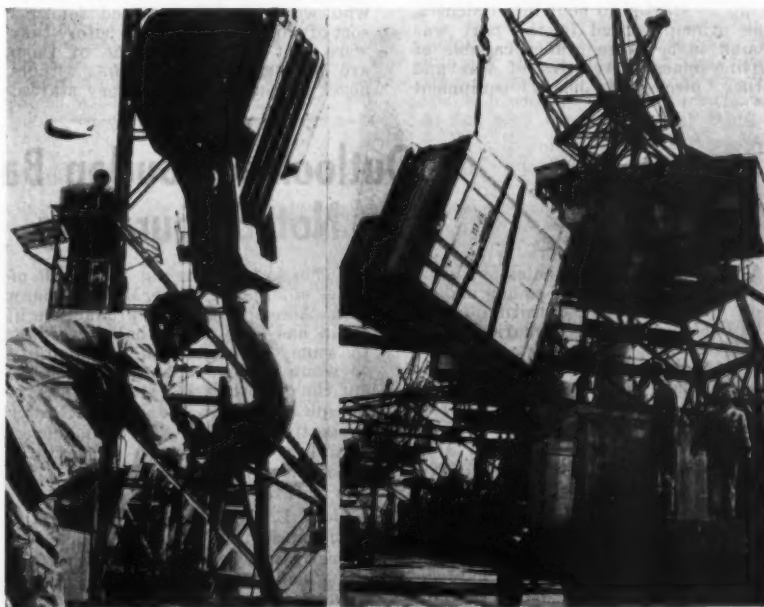
Responsibility for the unloading of American ships, storing of supplies,

and shipping them forward from Calcutta to other bases in India and Burma fell to the Services of Supply of the United States Army Forces, China-Burma-India. In charge of the port for the Americans is Brigadier General Gilbert X. Cheves, recently arrived in India from the Middle East. Under him are American Port Companies whose job it is to unload

the ships as quickly as possible when they come into port and get them back out in the stream so that other waiting ships can come in and discharge their cargoes.

When an American ship is eased into a dock, crowds of Indian coolies swarm aboard. Along with them are American soldiers who supervise the unloading job, pitch in and work with the coolies whenever it is necessary. Deck cargoes start to come off on ponderous cranes within five minutes after the ships have been tied along-

LEFT: Pvt. E. J. Saukiavicus of Cleveland, O., works on the pulley of a large U. S. Army crane at a base port in India. RIGHT: l. to r. Cpl. R. H. Ingles of Baltimore, Md., and Pvt. I. A. Casper of Shawnee, Okla., help load supplies from an American ship onto and Army truck as they are lowered by crane.





AMMUNITION being unloaded from the hold of a Liberty ship at a port in India under direction of PFC P. A. Encao of Rochester, N. Y.

side the docks. Wooden platforms which have been built over the deck loads to facilitate movement about the ships when they are at sea, are ripped off and rapidly lifted out of the way. Coolies jar them loose with crowbars, and cranes finish the work, lifting off whole sections at a time.

Ships' booms are rigged and start to work in conjunction with overhead cranes along the piers. Cranes are run for the most part by Indian operators, all of whom are known to the soldiers as "Jake."

Heavy U. S. Cranes

When ships heavily laden with war supplies started to pour into Calcutta, the principal need in the port was found to be large cranes capable of lifting massive vehicles of war and other pieces of heavy equipment

which were being shipped over completely assembled. To meet this need heavy cranes made in the United States were shipped to India, and assembled in or near Calcutta and put to work unloading the American ships. Advent of these heavy cranes has been of help in speeding up the unloading of ships. Average time for unloading is now just over six days, once took considerably longer. Giant Air Corps trailers are lifted from the ships, two at a time. Heavy road graders, rock crushers, and bulldozers, are handled by these G.I. cranes as if they were dogcarts.

At the controls of these giant cranes are American soldiers, troops who were specially trained for this sort of work in U. S. ports before they were sent overseas. Some of them are former longshoremen. Others never saw a dock before they started

their basic, regular Army training.

Stubby Little Fork Trucks

On the docks where the ships are being unloaded, U. S. troops operate modern dock equipment brought over from the United States to help get the ships' cargoes up to the front as quickly as possible. Stubby little fork trucks buzz around carrying amazing loads into sheds, and stack them neatly without a hand having touched any of the supplies from the time they left the holds of the ships. Travelling cranes, large and small, move about the docks carrying heavy boxes, putting them on trucks or trailers which will carry them to storage or assembly or shipping points.

Some vehicles which arrive partially disassembled are uncrated as soon as they hit the shore, then immediately assembled, and made ready for service within an hour of the time that they come off the ships which have brought them on the long voyage from the United States. Others are shipped to assembly lines elsewhere and are available for service within a day or two after they arrive in the port.

Part of the supplies which come off American ships are stored in warehouses in or near Calcutta. Warehouses are crammed full of food waiting for shipment into Assam and other parts of India, or on over the mountains into China. These are reserves which assure our troops in the field of plenty of food in any emergency.

India's Inland Waterways

Some of the other supplies go immediately into railway cars when they leave the ship, to continue their trip to the fighting fronts almost without interruption. Still other supplies are loaded into ugly-looking river flats and proceed slowly to their destinations along India's inland waterways. Not as fast as the railroads, these barge lines are nevertheless a valuable addition to the transportation system, and help keep the port cleared and ready to accept supplies from other ships which are coming up the river ready for unloading.

(Continued on page 68)

Outlook for Burlap Bags Not Encouraging

ALTHOUGH 90,000 bales of burlap have been allocated to bag makers for production in the third quarter, the burlap picture looks dark, Conrad J. Dammann, chief, Container Division, Textile Bags, War Production Board, stated at the midyear wartime conference of the National Burlap Bag Dealers.

The 90,000 bales comprising 180,000,000 yards were taken out of stockpiles which are being replenished at a very slow rate, Mr. Dammann explained, and will fill the needs for harvests in the late summer and fall. "The Container Division is preaching conservation," he said.

Contrary to popular belief, the bur-

lap shortage here is not the result of a lack of shipping space, Mr. Dammann said. Acreage for jute production in India has been cut in half according to some estimates, and the inability to secure sufficient labor has further cut the output, it was stated. There is no question that the United States is getting its full share of burlap available, but increased agricultural production may make the bag shortage critical, it was said.

Bert L. Willmore, of the Textile Division of the Office of Price Administration, told the bag men that the "lend-lease" provisions of MPR 55 controlling the repurchase of used

bags by the original processors appeared to be working well. It was estimated in some quarters that 85 per cent of the cotton bags were coming back to the manufacturers, he said. In a question and answer period after his address, however, several association members raised the point that the provisions allowing for overpayment of used bags by the original manufacturer should be extended to all prospective purchasers and in this manner bring about practically a 100 per cent return of bags. Mr. Willmore invited the bag men to present their recommendations on this score formally so that OPA might give it serious consideration.

REFRIGERATION engineers state that no frozen product is ever improved by freezing, but merely remains in the state in which it reaches the freezing plant. The greatest problem in frozen shrimp is the handling between the time they are caught and the time they are frozen. While fishermen carry ice on their shrimping boats many do not carry enough hence some bring in an inferior product that is graded as such. The possible installation of small freezing plants on vessels has been suggested and is expected to develop after the war.

On the other hand, plants like the Colter Canning Co., at Palacios, Tex., have worked out a method whereby shrimp brought in by their fleet of boats are beheaded and in storage 20 minutes from docking time. It is one of many Texas coastal canneries employing rapid handling methods.

Shrimp to be frozen are first headed and then washed and drained. Most shrimp are left unpeeled, but some are peeled before they are frozen. New methods to popularize Texas shrimp are being constantly developed. Formerly, most shrimp were frozen then packed whereas the accepted method today is to package them before they are frozen; a package that goes unopened to the customer.

"Ice Boats"

So-called "ice boats" are employed rather extensively in some sections of the country by shrimp fishermen to dispose of their wares. These are sent out by various canners and wholesale dealers. Ice boats take loads from several trawlers before returning to port.

In Texas, the ice boats are used very little and shrimp boats usually return to port with their catch every evening. These fishermen use a chilling process which means every boat carries an ample supply of ice aboard and after shrimp are unloaded they are stored on ice overnight.

Reports show that about 3,024,000 lb. of shrimp are frozen in Texas, which represents approximately 30 per cent of the whole Texas catch. New freezing techniques and improved storage for refrigerated products have caused an increased demand for frozen shrimp.

The Texas shrimp industry ranks



This type of shrimp is most suitable for cocktails.

SHRIMP . . .

The greatest problem in frozen shrimp is the handling between the time they are caught and the time they are frozen. Installation of small freezing plants on fishing vessels is expected after the war. Some of the larger canners have developed rapid handling methods to offset present difficulties.

By ERVIN HICKMAN

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as one of the state's leading industries not only in the amount of the seafood produced but in importance as well.

The shrimp when brought to port are handled in three ways. They are canned, frozen or sold fresh. Statistics show that in Texas about 37 per cent of the catch is frozen, the remainder, about 13 per cent of the total, is sold fresh except for about 62,000 lb. which are cooked, peeled and sold in unsealed gallon cans.

The Texas shrimp industry dates back to 1879. The first cannery was owned and operated by G. W. Dunbar Sons, which began operation in 1867 at New Orleans, La. The largest pack

was 909,949 standard cases in 1929 and had a value of \$5,528,792.00.

Preparation for Market

The preparation of fresh shrimp for the market is a relatively simple process. They are headed, washed, and packed in ice for shipment. The shrimp are packed in barrels between layers of crushed ice with chunks of ice on top. The top is closed with sacking held on by a barrel hoop. In shipping long distances, the fresh product requires re-icing. As a result of this procedure and the fact shrimp do not keep too well in this manner

LEFT: Fishermen unloading shrimp. RIGHT: Heading shrimp for market.



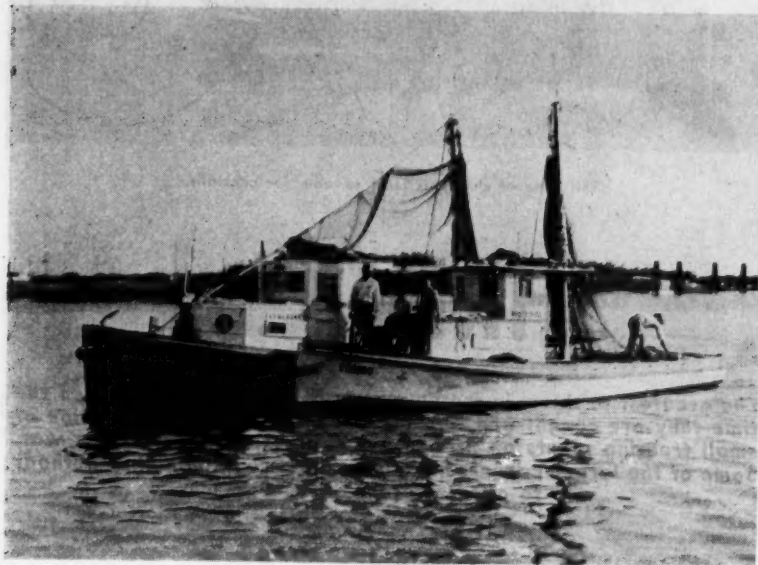
of shipment, they are being replaced in far inland markets by frozen packaged shrimp.

Pickers in the shrimp packing plant pinch the heads from this seafood with an ambidextrous motion. Most of them are piece workers and they are paid for weight of the meat picked out. After picking of the heads and

ing, the shrimp are placed on a conveyor belt and carried to the graders, where a mechanical shaker is used. The shrimp, after grading, are then put into cans or glass containers according to size or grade. The canners like to handle the jumbo or large shrimp because the cost of packing and handling becomes progressively

which is five ounces of meat for the dry packed No. 1 can, they are sealed and placed in large strap-iron baskets which holds about 48 cans. These baskets are treated in pressure cookers.

Only the larger sized shrimp are used for the glass pack and each one is packed by hand to give good display. Since the war there has been an increase of this type of packaging due to the shortage of tin.



Loaded shrimp boat entering port.

picking, the shrimp are washed in fresh water by several methods; by water agitation or transference of the meats through a series of tanks.

Blanching

The next process is one called blanching. By this is meant the shrimp are boiled from 10 to 20 minutes in tanks of brine. After blanch-

less as the size of the shrimp increases.

After grading, the shrimp which go into cans are placed therein by hand. Small shrimp run 35 to 40 to the No. 1 standard can. Medium shrimp run from 25 to 35, and large ones from 14 to 25 to the can. Jumbo shrimp average from 12 to 20 to the can.

After being weighed to conform to government weights and standards

Otter Trawl Method

The shrimp fishery is the largest fishery on the Texas Coast. It produced an average of 12,776,000 lb. of shrimp every year from 1937 to 1942 with the annual production being 15,379,000 lb.

Fishermen for this type of seafood use a small net called a trynet which is a miniature otter trawl. The average Texas shrimp boat is from 25 to 40 ft. in length and has a draught of three to four and a half feet. When shrimp season is in full swing, fishermen often leave the dock at 3:30 a.m. and try to make their catch before nightfall. The crew of a boat usually consists of two and occasionally three or four men.

All commercial shrimping in Texas is carried on by otter trawls pulled behind power boats. The trawl mentioned is a long, funnel-shaped net with wings extending out from the open end on both sides, with an average wingspread from 50 to 60 ft. In the early history of the fishery, shrimp were caught by means of large seines measuring 1½ in. stretched. They were pulled by a crew of several men. Over 2,000,000 lb. of shrimp were caught in Louisiana, a state that still uses the seine method, in 1937. But the otter trawl has replaced the seines in Texas commercial fishing.

Still more progress is anticipated for the Texas shrimp industry especially from a refrigeration angle. At the same time this seafood is gaining added impetus in all households and more especially since the war began.

U. S. Chamber of Commerce Expands Its Distribution Services

PLANS for a greatly expanded program of operations for its Department of Domestic Distribution have been announced by the Chamber of Commerce of the United States. Charles M. Isaac has been appointed manager of the department which represents the retail, wholesale and related industries.

Mr. Isaac goes to the Chamber from the American Retail Federation, where he has served in Washington for the last two years as assistant to the president of that organization. Before his connection with the Federation, he was president and executive manager of the Canton, O., Retail Merchants' Board and five affiliated retail associations. He has had extensive experience in the retail field in the last twenty years, not only in retail trade association work, but also as a retailer.

Arthur Gunnarson, former manager of the Chamber's Distribution Department, who has made himself widely known for his research in distribution, will give his entire time now to that type of work as distribution specialist on the staff of the Chamber's newly created Economic Research Department.

The Chamber's Distribution Department was established early in the Chamber's operations to serve the interests of the distributive industries. To develop a better understanding of the economic needs of distributors, the department gives attention to promotion of sound principles and practices in marketing. It is guided by the counsel of business executives, having broad practical experience and understanding in the field. This committee of executives is headed by Edward N. Allen, president, Seagull

and Co., Hartford, Conn.

The department maintains close working relationships with trade organizations within the distributive trades. It is in no sense competitive because it applies itself to the broader aspects of distribution.

Distribution, Chamber officials believe, along with other industries, will have to undergo many changes to operate at top success in the post-war world.

The Chamber is representative of all American business, and those who guide its policies hold the conviction that all business must move forward together in the economic pattern, and that wholesaling and retailing are an important integral part of the economic whole. Thus, distribution deserves and must have special attention as one of America's major business enterprises.

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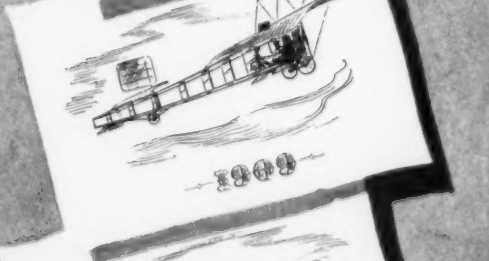
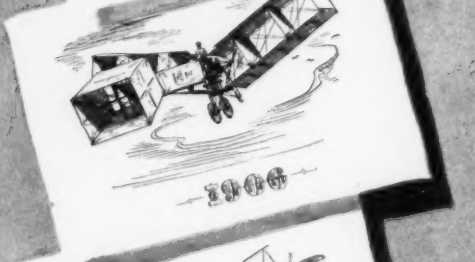
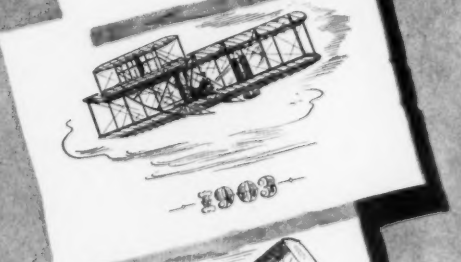
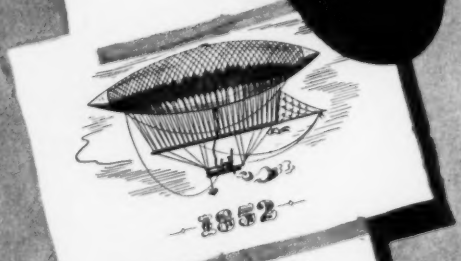
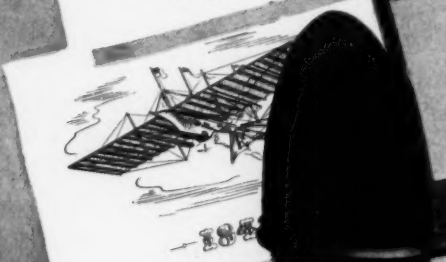
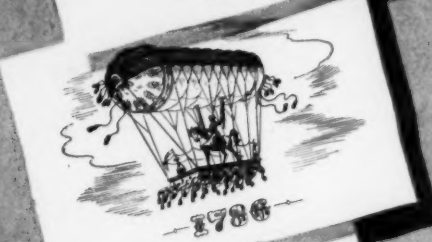
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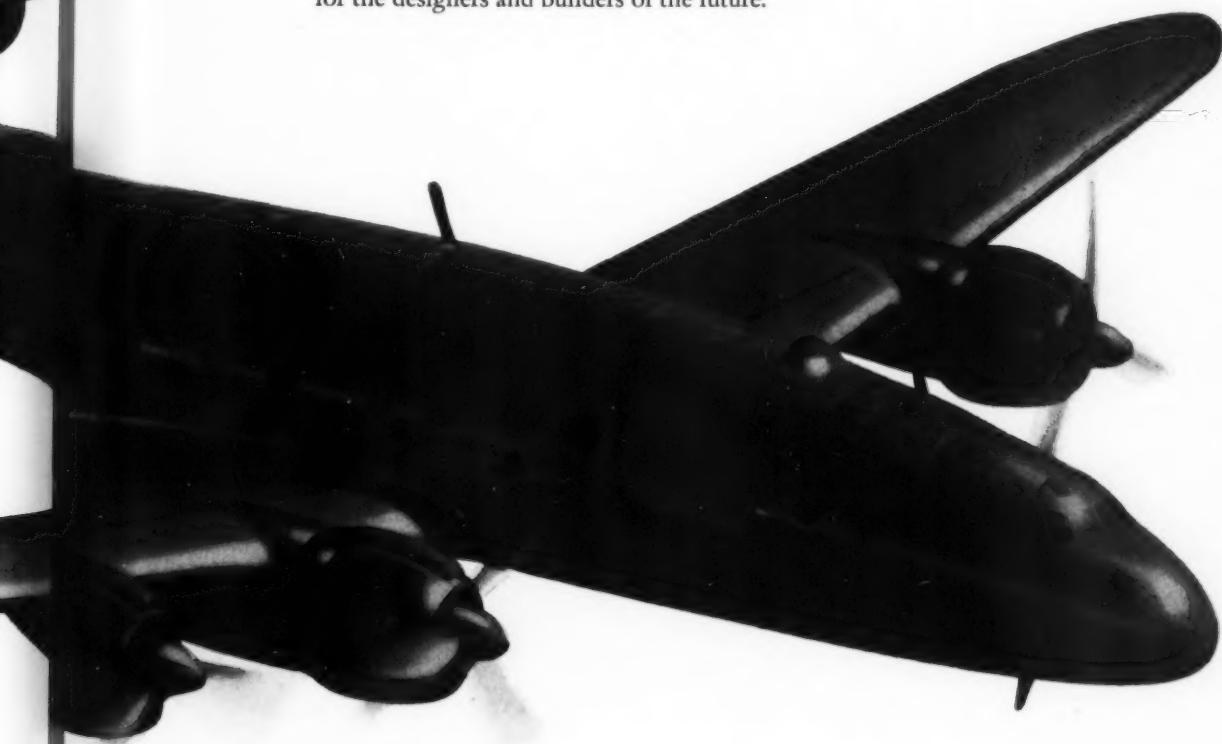


The epic of flight, of man's resolute will to win the air, is still in the making.

Yet when the story is entered in the chronicles of the future,
the Constellation will signal the end of one chapter and the beginning of another.

It will be recorded then: the routine transcontinental flight of less than seven hours,
the precious cargoes swift to the war fronts, the superior speed and rate of climb and load capacity.

All these will be revealed and it will be evident that in the year 1944
the Constellation brought to full expression the combined triumphs of the past,
establishing new standards in air transportation and setting a true course
for the designers and builders of the future.



THIS IS LOCKHEED LEADERSHIP

The Constellation

Highest speed of any transport—cruising at more than 300 m.p.h.

Longest range of any transport—non-stop coast to coast

Biggest load-carrying capacity of any transport—64 passengers, crew and cargo

Greatest rate of climb of any transport—one-third mile a minute on four engines

AND these performance factors make the Constellation the safest of any transport.



THE Constellation

WHAT IT WILL PROVIDE THE AIRLINES AND
AIR TRAVELERS OF THE WORLD

THE CONSTELLATION will bring greater economy to air travel, because its high speed, big payload and low fuel consumption will mean lower operating costs for airlines.

It will provide the convenience of great versatility to airline operators, because its unsurpassed performance and economy on short and medium distance as well as long range flights make it suitable for different types of airline schedules. It can take off or land at any standard airport.

Of course the cabin appointments will be luxurious. Since the cabin is pressurized and has draftless heating or cooling, passengers can ride in comfort at the Constellation's smooth flying altitude of 20,000 feet.

There are more safety devices on the Constellation than on any other plane we know about, but beyond and more important than these—its safety lies in its performance . . . its ability to fly over, or around, or away from, adverse weather.



FOR NEW STANDARDS IN AIR TRANSPORTATION
LOOK TO *Lockheed* FOR LEADERSHIP

Lockheed Aircraft Corporation, Burbank, California

The Economy of Traffic Management

No. 5—No Other Department Can Benefit More from Traffic Cooperation Than a Sales Department

The freight rate is one of the items of cost to the customer. Frequently, it is a deciding factor as to where a purchaser will buy. A traffic department can be of great help to a sales department by taking appropriate action to eliminate freight rate discrepancies where such exist. In many other ways, also, a traffic department can cooperate with a sales department.

"The chemical company development department is being tied in more closely with company sales activities in an industry-wide trend. . . . The salesman's role will then become increasingly one of bringing his customer's production and materials problems back to his own development department."
—Report from the New York Journal of Commerce.

FROM the foregoing it would seem current sales work of chemical manufacturers is directed toward closer customer relations which includes the purpose of developing new product outlets. This applies, of course, in other fields of industry as well as in the sphere of chemical products.

Recent examinations appertaining to post-war planning direct attention to the revamping of sales department procedure. Executives are thinking of the future, and are conducting research toward probable changes in "after the war" marketing systems.

Four Post-War Questions

Among the numerous industrial post-war planning studies is a lengthy query designated as a "Post-War Check List" issued by the Manufacturing Committee of the Connecticut War Council, the membership of which is made up of industrial executives and heads of State agencies of that commonwealth. Included in this check list are four propositions relating to post-war plans in connection with sales departments.

Whether it was the intention, when forming these four questions, to inject reference to traffic functions I do not know, but such are very much in evidence. These questions, with our own numbers assigned, are as follows:

1. Have studies been made of new and different markets?
2. Will new products cause a change in selling methods?
3. To what extent are market research and analysis being used to sound out probable sales, acceptance of new products, and general sales policy?
4. Should the company consider new channels of distribution?

The statement quoted at the opening of this article and these four questions point to heavier responsibilities

being placed on the sales department, because of likely changes in marketing methods and to what may be "new and different markets." In turn, that department will find increasing need for the assistance of a traffic department.

Sales and Traffic Problems

In referring to the list included above it will be noted that among other items are the subjects of new markets, market research, new products, sales policies, and distribution. Full consideration of these factors by the sales department demands, among other things, the inclusion of: freight rate comparisons covering various types of carriers; classification data, especially as related to new products; tentative selection of transportation facilities; analysis of warehouse locations.

All these require preparation and explanation by a traffic department inasmuch as the sales department cannot carry the entire study to a conclusion because it does not have the time, equipment, or experience to handle the traffic factors. Likewise, a traffic department, alone, could not make correct decisions to meet the sales and marketing problem as a whole.

Warehouse Locations

In the matter of selecting warehouse locations close cooperation between the two departments is advisable because the sales department most likely would consider only the sales convenience, whereas the traffic department probably would place the emphasis on the cost of transportation to the marketing area. Combining the two viewpoints, warehouse stocks would be assigned on the basis of lowest cost and best service to customers.

New Products and Markets

Turning to the development of new markets and distribution: here a traffic department can be of great help to the sales department by furnishing freight rate charts and tables, with maps, to indicate where advantages and disadvantages exist in the effective rates. Also, subsequent analysis will make it possible for a traffic department to determine where rate



By HENRY G. ELWELL
Traffic Consultant

This is the fifth of six articles by Mr. Elwell, *DandW's* traffic consultant and president of Elwell, Philips & Co., Inc., Elizabeth, N. J.

Mr. Elwell is singularly well qualified to discuss the economy of traffic management in relation to other functions of manufacturing and marketing because of his special training and long practical experience as a traffic manager, transportation expert and marketing counsellor.

As president of Elwell, Philips & Co., Inc., he is traffic manager for a number of manufacturers, and other shippers, with plants situated in various sections of the United States. He was formerly traffic director of the Elizabeth Chamber of Commerce, resigning from that post in 1928 to give full time to his present activities.

Mr. Elwell is a practitioner before the ICC and the U. S. Maritime Commission, and is a member of the Assn. of Interstate Commerce Commission Practitioners.

In addition, he is a member of the Mfrs.' Assn. of New Jersey, the Traffic Club of Newark, N. J., the Rotary Club of Elizabeth, the Elizabeth Chamber of Commerce of which he is chairman of the Traffic Committee, and the Industrial Traffic Committee of the New Jersey State Chamber of Commerce of which he is vice-chairman.

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adjustments should be secured to place the sales department in a reasonable competitive position.

The sales department when planning to introduce a new product on the market should immediately consult a traffic department to determine the freight classification rating. If this precaution is not taken the new product may be improperly classified and unnecessary higher freight rates assessed thereby hampering the sales department in its distribution efforts. In answering the question a traffic department may find that an existing classification item can be used, or it may find that it is necessary to apply to the proper carrier agency for a revised description.

Included in the determination of

sales policies is that applicable to the payment of freight charges either by the seller or the buyer. Thus the question arises: "Shall the sales be made on the basis of the freight charges being paid by the seller (f.o.b. destination), or on the basis of payment by the buyer (f.o.b. origin point)?" One or the other policy will be used, but in either case the sales department must recognize the freight rate because of competitive conditions.

The freight rate is one of the items of cost to the customer and, frequently, it is the deciding factor as to where a purchaser will buy. Therefore, it is to the interest of the sales department that the rate from its

own producing point to the buyer's point of destination is in line with the rate from points of competition. A traffic department can be of valuable help to a sales department by taking appropriate action to eliminate freight rate discrepancies where such exist.

Selecting Correct Rates

When the sales department is bidding on a contract, or attempting to make a sale, it must know the correct freight rate and it should obtain the quotation from a traffic department. When requesting a freight rate, the sales department should give a traffic department all possible advance

notice of its requirements. The selecting of the correct rate is a tedious affair, marked with extreme care referring to numerous complicated tariffs. It is not a matter of merely referring to "a little black book."

The primary purpose of the sales department is to sell the products of the parent establishment. If it cannot dispose of these products at profit, the company which it represents will fall by the wayside. To successfully carry out its mission, the sales department must depend on the other divisions of the organization for active support, but from none can secure greater benefits through its operation than from a traffic department.

Short Depression Followed by Boom Period Foreseen at End of European War

A SEVERE period of deflation lasting from six to 12 months immediately after the European war ends, followed by three to five years of post-war prosperity after the reconversion from war economy has been accomplished, was predicted by A. W. Zelomek, president, International Statistical Bureau, Inc., in a recent address before the Pacific Coast Sales Executives Conference at Los Angeles.

Businessmen "... will be shocked at the rate at which war contracts will be cancelled this summer," Mr. Zelomek said. He warned that the common belief that war production will decline only 15 to 20 per cent between the ends of the European and Asiatic wars is entirely unjustified.

15 to 20% Decline

The speaker stated that a 15 to 20 per cent decline will already have taken place if the European war should last into the fall of this year, and that by the end of 1944 the decrease from levels prevailing in the spring of this year will be at least 40 to 50 per cent.

Citing the high-lights of what his studies have led him to believe will be the main characteristics of the post-war decade, Mr. Zelomek said:

"The war in Europe will wind up within 90 days after an open crisis has developed for Germany. Opinion in the United States will be completely surprised by the suddenness of the actual ending of the European war.

6 to 12 Months' Deflation

"A first period of deflation enduring from six to 12 months will occur in the United States immediately after the war in Europe ends, which will be marked by a decline in production and an increase in unemployment. Civilian output will be in a strongly rising trend when the Asiatic war ends, although the low in total output will be reached about that time. The general decline in prices that will accompany this short but sharp recession will reach its low

before the end of the Japanese war.

"Three to five years of post-war prosperity will follow reconversion. Production will retain at least three-fifths of its wartime gain. This implies an average level of industrial activity 80 per cent above pre-war

level and 25 per cent below the war peak."

Other estimates advanced by Mr. Zelomek included:

Automobile production will reach six million cars annually in the post-war period.

(Continued on page 68)

More Scientific Packaging Expected To Cut Distribution Costs

IMULSE sales, stimulated by new types of packaging and display technique, can be developed into an important post-war means of reducing retail selling costs, M. C. Pollock of the cellophane division of E. I. du Pont de Nemours & Co., declared at the first annual Visual Merchandising Council, held recently at the Hotel Pennsylvania, New York, under auspices of the National Assn. of Display Industries.

Mr. Pollock said a survey by his company showed that 60 per cent of department store customers and 75 per cent of shoppers in grocery stores and supermarkets bought one or more items on impulse.

Packaging engineers, he reported, are now designing the modern package to yield greater merchandise visibility and more scientific informative labeling. This, according to Mr. Pollock, will speed up sales and also make possible volume selling of many items from samples. At the same time these methods, he added, will make possible more effective utilization of selling areas at lower cost by reducing the need for forward stocks. In addition, the trend toward the smaller unit package—with hosiery, for example, being packaged in a handbag—will result in added saving of valuable selling space.

"If distribution is to parallel the relatively low costs of production, it must arrive at a cheaper way of selling," Mr. Pollock declared. "Modern packaging can do this, provided re-

tailer and manufacturer work toward a greater standardization of similar lines."

Howard Bay, scenic designer, told the meeting that it is the job of the "visual merchandise manager" to set "mood, atmosphere and drama to his audience—the pedestrian." Mr. Bay said that selling the character of the store parallels selling the character of a drama, and this can be done through the imagination of the show window designer.

Mr. Bay predicted that great show windows with gridiron, rigging left and superior theatrical lighting equipment would replace the static, immobile rectangle now used for display purposes. He foresaw the store interior as an area of great flexibility permitting overnight relocations of departmental selling areas to meet shifting merchandise likes and dislikes of the public.

C. B. F. Macauley, director of aeronautical research for Dohner & Lippincott, asserted that helicopters will change the shopping habits of many of the nation's housewives and tend to decentralize population centers after the war. It will not make much difference to the helicopter owner whether he shops for a desired article six blocks or sixteen miles distant, he said. Mr. Macauley cautioned the public against expecting a simple cheap helicopter immediately after the war, as early uses would be of a commercial nature.

High Speed Freight Cars Call for New Materials

Increased speed of freight trains will require strong new materials, Samuel L. Hoyt and H. W. Gillett, Battelle Memorial Institute, Columbus, O., reported at the semi-annual meeting of the American Society of Mechanical Engineers recently in Pittsburgh, Pa.

For general use on freight trains, it was stated, it should be possible to develop new low-cost lightweight parts.

To use new materials successfully, it was pointed out, demands a study of four phases of their adaptation: their engineering design, the materials they are made of, their fabrication, including welding, and what their proposed service will require. (Leffingwell)

Device for Handling Metal Drums

Certain types of industries, particularly those involving the handling of chemicals, gas and oil, paint and similar materials in metal drums or barrels, report unusual economy, speed and efficiency through the use of the Yale telescopic tilting fork truck equipped with a removable barrel handling device.

This addition consists of special short forks and a metal loop which is dropped over the barrel or drum by lever action after the forks have been slid underneath. It enables the operator to pick up barrels and drums and transport them in and out of cars and storage without stepping off the truck. In effect, one man does the work of several, moving many containers in an hour's time with speed and safety.

When a job has been completed, the barrel handler is removed, the regular forks are replaced and the truck resumes its routine materials handling functions—lifting and moving and high-stacking skid and pallet loads in and out of storage.



VETERAN OF TWO WARS . . . Loaded on this old Fruehauf trailer are heavy planks ready to be hauled to the F. M. Sibley Lumber Co. mill in an adjoining yard. This lumber constitutes an important war load, for it is used in crating the famous Rolls Royce Motors, built in Detroit, for shipment to the battle front. In its youthful days during World War I, this early Fruehauf model, with its wood-spoke wheels and hard rubber tires, was also doing its bit working for the same company

WPB Assumes Strict Control of Lumber

New controls over the distribution of lumber for non-military purposes exercised by WPB as of Aug. 1 held necessary to assure armed forces vital supplies and fair allocation for civilian needs.

FEDERAL controls over the distribution of lumber so strict that they may slash the use of that material by some non-military consumers as much as 50 per cent below present restrictions into effect on Aug. 1.

Brought under the limitations of the new omnibus lumber order, of the War Production Board are "householders who use lumber for a shelf or a bookcase, or for a new porch floor," as well as large industrial consumers who use lumber in the manufacture of shipping boxes and crates, ships and motor trucks, furniture, agriculture implements, and the almost countless items for which lumber is used.

Invasion Needs Cited

With the total supply of lumber to be divided between all consumers for the third quarter of this year already 20 to 25 per cent below what was previously decided were "minimum requirements," Government lumber authorities warn that the final determination of lumber available for civilian users still lies ahead, resting with the progress of the invasion.

A third quarter allocation of lumber under the new regulation will amount to 9,152,000,000 bd. ft., already

squeezed down from estimated requirements for that period of 10,870,000,000 bd. ft. Pressed for indications of what lumber users may expect after this next quarter, officials conceded that the allocation for non-essential purposes may be reduced further to assure prompt and full recognition of military needs.

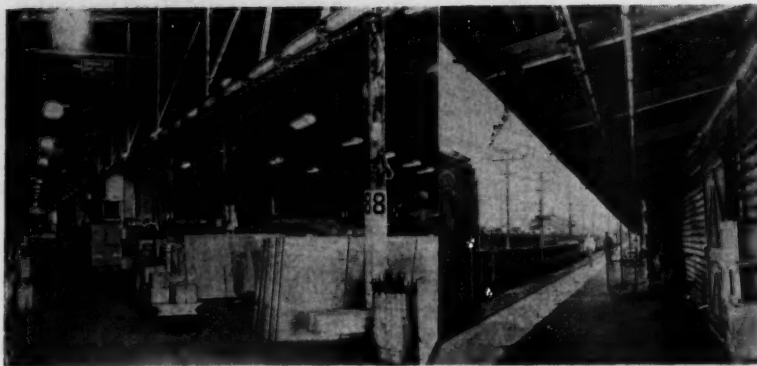
"We have no way of knowing what lumber requirements will be following the invasion," J. Phillip Boyd, director of the WPB Lumber and Lumber Products Division, said in a recent press conference.

"Take Cherbourg, for example," he continued. "The extent to which the enemy is able to carry out its plans for demolition of the port and city make a difference of 500 or 1,000 carloads of lumber to put the harbor in shape.

Variety of Uses

In addition to lumber used for rebuilding a scorched and blasted Europe to fit the needs of occupation troops, Mr. Boyd said, packaging and crating requirements, which now are consuming vast quantities of lumber, will increase directly as the number of men overseas increase.

(Continued on page 70)



LEFT: The loaded trucks move down the main aisle of the raw stores warehouse past the various inspection areas. RIGHT: Trucks, attached to a new continuously moving chain conveyor move along the railroad loading platform at the Canton Division of The Glenn L. Martin Co., main receiving depot for all Martin Baltimore plants.

Chain Conveyor System Speeds Materials Handling

Recent installation of 1600 ft. continuously moving overhead chain conveyor at main receiving depot of The Glenn L. Martin Co. plant at Baltimore, Md., has greatly facilitated handling efficiency and reduced time and labor required.

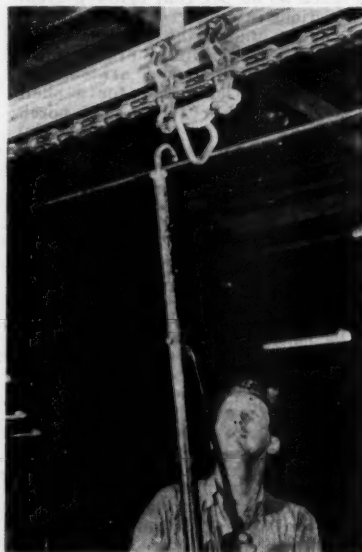
INCOMING raw materials and sub-contracted items are moving through the main receiving depot at the Canton Division of The Glenn L. Martin Co., Baltimore, Md., today with greater dispatch and efficiency than ever before, because of the recent installation of a 1,600-ft., continuously moving overhead chain conveyor.

The conveyor runs along the railroad loading platform, turns 90 deg. and runs the length of the truck delivery platform, turns once again and enters the warehouse, passing down the main aisle of the building through the receiving station, at which incoming materials for all Martin Baltimore plants are received, past various inspection areas, and the inter-plant transportation area, and finally returns to the railroad loading platform.

The conveyor itself consists of an overhead, drop-forged, rivetless chain supported by an I-beam track. The turns are equipped with case hardened, ball-bearing steel rolls spaced on 4-in. centers. Floor type trucks and trailers and single trucks are hooked onto the conveyor by means of telescopic masts which engage forked type trolley attachments at prescribed load points. Two types of trolley attachment are used: one with a drop forged bracket and two 4-in. wheels for the single trucks, and the other with a load bar and forked bracket supported by two of the single trolleys for the trucks and trailers. The lat-

ter are spaced at 100-ft. intervals along the chain, while the former is

Trucks and trailers are attached to the continuously moving conveyor chain at the Canton Division of The Glenn L. Martin Co., Baltimore, Md., by means of telescopic masts such as the one shown here. They can be attached or disconnected at any place along the route of the conveyor. The chain, itself, never stops.



spaced at 25-ft. intervals between them, giving the conveyor a capacity of 16 trucks and trailers and 48 single trucks. The trucks are equipped with ball-bearing, rubber-tired wheels, and each truck and trailer can carry a maximum load of 2,000 lb.

The chain is driven by a variable-speed caterpillar drive with a capacity of 2,200 lb. and a chain speed range of from 25 to 75 ft. per min. Power is supplied by a 7½ h. p., 1,800 r.p.m. motor wound for 440 volt, 60 cycle, 3 phase alternating current. A reducer is connected to the drive shaft by a steel roller chain to which is attached a counterweight-operated overload device.

Incoming material for all Martin Baltimore plants is removed from freight cars and trucks at the Canton receiving platform and placed on the moving conveyor trucks. After it enters the building, each conveyor truck is disconnected from the chain while receiving reports on its cargo are written for record purposes. The truck and material are then once more attached to the conveyor and proceed to the inspection stations.

Different areas are set up for checking different types of material such as castings, forgings, hydraulic, electrical and sub-contracted assemblies. After inspection the material is conveyed to the inter-plant transportation stations for dispatching to the proper plant, or to the main raw stores warehouse for storage.

B. & O. Installs Radio To Speed Freight Cars

An innovation in expediting the daily movement of freight cars in the Baltimore, Md., yards, has been initiated by the Baltimore and Ohio Railroad through the installation of two-way radio communication.

Preliminary tests of dispatcher-to-train radio communication will be made shortly by the Baltimore and Ohio, and the system should be in operation throughout the entire system during the current month, according to A. S. Hunt, general superintendent of the railroad.

At first the two-way radio communication will be used in freight car movement on the local yards and eventually it will be extended to include the entire system.

According to Mr. Hunt, many other uses will be made of radio communication in the railroad's operations as equipment becomes available.

A transmitter has been installed in the yardmaster's office, and receiving sets and small transmitters are being installed in several yard engines. The immediate effect of the operation will be the speeding up of freight-car movement in the yards. (Ignace)

Changes Name

The Hyster Co. is now the official name of the Willamette-Hyster Co., industrial truck manufacturer. The firm operates factories at Portland, Ore., and Peoria, Ill., and has sales and service offices in Seattle, Wash., San Francisco and Los Angeles, Cal., Chicago, Ill., New York, N. Y., Washington, D. C., and New Orleans, La.

EXIDE ANNOUNCES

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This new battery, the Exide-Powerclad, is not a stop-gap—not a "Victory" model—nor a composite of other battery parts. It

is an entirely new battery—a result of approximately 12 years of specific and definite research, conducted for the purpose of developing a high-quality, flat-plate battery which will meet the most exacting needs encountered in motive power service. Its essential parts are of new, improved design, and are made exclusively for the Exide-Powerclad.

Based on extensive laboratory and service tests, we can assure motive power operators that performance and power costs will compare favorably with those of Exide-Ironclads. For further particulars write to Exide.



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D and W, August, 1944—25

Claims 50% Saving in Space Requirements As Result of New Baling Technique

Development of baling principle for clothing, bedding and other textile items by Jersey City QM Depot has proved to be unusually effective through use of gravity and power conveyor belts to convert baling operation into an assembly-line process.

COGNIZANT of the need to conserve vital warehouse and shipping space in packing supplies for the Armed Forces, the Quartermaster Corps has adapted and developed the baling principle so successfully that a saving of 50 per cent in space requirements is effected through its use. While the bales produced by commercial and military installations today may be unfamiliar to the public, almost every individual has applied the principle by bouncing on an over-packed suitcase. Long used throughout the South in the tightly-com-

pressed and strapped cotton bale, the compression baling principle has proved ideally suited to packing of clothing, bedding and many other textile items which the Quartermaster Corps buys, stores and ships for the Army.

At the Jersey City Quartermaster Depot, commanded by Col. George F. Spann, QMC, where extensive baling of Army supplies is a continuous process, employment of well-trained workers provided with modern machinery has realized a saving in manpower as well as in storage space and

packing costs. Operating expense data shows baling costs to be about 20 per cent of that of the cost of packing an equal amount of property in nailed wooden cases. Developments by the Army have perfected the baling processes so that goods packed in this fashion are now said to be as waterproof and safe as nailed wooden shipments.

Conveyor Belts Used

Typical of baling operations throughout the eight installations of the depot, under the direction of Maj. G. O. Shortt, QMC, chief, storage division, is the system used at Warehouse C in Jersey City. This system makes use of gravity and power conveyor belts to convert the baling operation into an assembly-line process. Shipments of clothing and webbing items received from contractors are spot checked by inspection headquarters in the building. After clearance by this branch, bulk quantities are assembled to allow for a continuous flow of work to the baling operation. These goods are routed to a work table where the unopened cartons are opened and straps removed.

An electric booster belt conveyor carries the carton to the sorting and checking platform which is equipped with roller top tables. The carton is checked for bale quantities, size, shade or special design, as a follow-up to the percentage examination conducted by the inspection branch. After baling tickets are prepared, the property is routed to one of three double-chambered electric baling machines.

Double-chambered machines allow for simultaneous compression in one chamber, while the other is being loaded, thus eliminating time lost in working with single-chambered machines. When the goods have been loaded into the chamber and checked, a waterproof baling paper liner is inserted along with a sheet of baling board for a foundation, and the chamber is revolved into position for compression. Lining paper is then folded and four metal straps are applied while the bale is under compression.

Dropped Two Feet

After strapping has been tightened and adjusted, the bale is sent by means of an electric belt conveyor to the tubing table, where it is covered with Osnaburg cloth, woven on the bias to eliminate the necessity of side seams. At the tubing table, two sit-

To Figure the Lineal Feet of a Coil

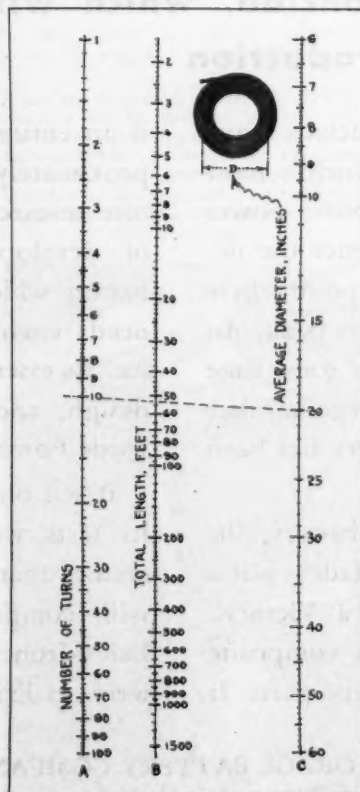
By W. F. Schaphorst, M.E.

MANY materials come in coils these days—wire, cable, rope, hose, lead pipe, tubing, etc.—coiled as pictured in the sketch on the accompanying chart. The chart will be found useful for finding the length in feet of anything coiled as shown. All that is necessary is to count the number of turns and measure the "average" diameter as shown in the sketch, and then lay a straight-edge across the chart as indicated by the dotted line. The answer is immediately found in column B.

For example: To find the number of feet in a coiled cable having an average diameter of 20 in. and in which there are 10 turns, connect the 10 in. column A with the 20 in. column C as the dotted line shows, and the intersection with the middle column gives the answer, namely, 53 ft.

As will be noted, the range of the chart is great enough to take care of most of the conditions that are found in regular everyday practice.

In addition, the chart may be used backwards as well. For instance, if it is desired to take along on a job about 300 ft. of a coiled article, and you want to know how many turns to take, or want to be sure that you have enough, a straightedge laid across the 300 on the middle scale will tell you how large the coil should be made and the number of turns required in order to contain the desired length. Paste this scale on a card and hang it in a convenient place. You will find it useful.



inch double loop wire ties are used to close one end. Using the "hangman's" principle, the bale is dropped for a distance of two feet, to drive the bale into the bottom of the tube. Workers then apply wire ties to the opposite end, making a fitted closure and smoothly-surfaced bale. Osnaburg cloth is drawn from a roll to eliminate pre-cutting and waste.

When the tube has been tightened at both ends, it is transported to the marking and stenciling area by a 60-ft. power belt conveyor. At the end of the line, the bale rises on an incline to a level section of roller conveyor and passes through a scale section which check-weighs each bale. Proper markings obtained from the information appearing on the baling ticket are then stenciled in place, with room allowed for final shipping instructions. Special painting to identify the class of supply is applied by means of spray guns before the bale is removed for routing to its proper storage area.

44 Bales Per Man a Day

"Application of work-simplification methods, along with the use of a network of gravity and booster conveyors have made the operation a productive one," says Maj. Shortt. A keen sense of inter-installation competition also contributes to new and better records. Warehouse C now leads the other installations of the Jersey City Quartermaster Depot with a record of 44 bales per man each day. Lt. Horace Hiler is the officer in charge of baling operations at that warehouse.

Declares Better Materials Handling Is Necessary for Better Production

"Engineering ingenuity can minimize materials handling operations until only the most essential handling need be done. The most laborious and costly operations may be mechanized or eliminated," R. W. Mallick, Westinghouse Electric & Mfg. Co., East Pittsburgh, Pa., told the American Society of Mechanical Engineers' semi-annual meeting in Pittsburgh recently.

"Materials handling is the greatest single item of labor cost in most industries," he said. "In the United States it represents about 22 per cent of labor costs. We spend thousands of dollars and thousands of manhours improving machines, when

one of the greatest sources of loss is in materials handling operations.

"The reason is that we don't recognize the true condition that exists. Materials handling adds only to the cost and nothing to the sales value of a product or service, and should be considered as a fundamental part of a larger operation rather than the mere transportation of materials between operations," Mr. Mallick declared.

"Just as we improved machines so that we no longer have to do so much labor by hand," Mr. Mallick concluded, "so we can apply a more and better engineering ingenuity to materials handling operations."

While a constant drive is held to increase production, efficiency is not sacrificed for speed. Bales must be firmly packed and tightly strapped, to facilitate stacking in warehouses before shipping and loading operations during shipment. A sharp lookout is also kept to avoid waste.

For example, empty cartons in which the goods arrive are carried to a salvage area by roller skate conveyors; the cartons are neatly folded on trailer trucks and removed to a

conservation bin. All cartons are reused at this installation, nearby government agencies, or sold for salvage. Wire strapping is also gathered for re-welding or salvage.

50-Mile Move

American Bridge Co. will move the 160 x 450-ft. long plant of the National Tube Co. from Ellwood City, Pa., 50 miles to McKeesport, Pa. (Leffingwell.)

When the "Bull Crew" didn't show up -- it used to SLOW THINGS DOWN

Then a HYSTER 20 Lift Truck was added to the pay roll, and materials handling ceased to be a problem.

Equipped with pneumatic tires, this new model HYSTER operates efficiently over both rough ground and pavement in storage yards or warehouse. With trunnion steering, it turns in its own length—the ideal truck for narrow aisles, close spaces.

Additional features: 25 H.P. air cooled gasoline engine; water mufflers to eliminate fire hazards; compact, streamlined design—only 71" long by 36" wide; 2,000 pounds capacity; loads itself, unloads, delivers or tiers.

Pioneer manufacturers of mobile materials handling machines: Fork Lift Trucks, Crane Trucks and Straddle Trucks; all gasoline powered; all pneumatic tire mounted.

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A MODERN MANUAL OF MATERIALS HANDLING EQUIPMENT

This is the 11th installment of Mr. Potts' modern manual of materials handling equipment. It is being published serially in D and W exclusively. Each major type of handling equipment will be named, defined, illustrated, described and its usual applications explained.



By MATTHEW W. POTTS
Materials Handling Editor

o o o

All drawings by Harry T. Fisk

Elevator (Bucket)

Definition—A bucket elevator is constructed of endless chains or belt to which buckets can be attached either at their back or sides, for elevating pulverized or bulk materials in a vertical or steeply inclined direction.

Description—Bucket elevators may be built in several different forms and either with or without casings. They generally consist of a continuous belt or chain with the buckets attached at their backs and either spaced equal distances apart or in a continuous arrangement with one bucket touching the other. The arrangement of the buckets and the speed of the elevator affects the name of the unit. They may be listed as follows:

a. Centrifugal Discharge Bucket Elevator—This unit is constructed with malleable iron or steel plate buckets, spaced at regular intervals by bolting to chain attachments or belts at the back of the bucket. On units of this type the material is fed into the boot of the elevator and the buckets scoop up the material with a digging action as they pass under the take-up pulley or sprocket, travelling in the direction of lifting. These buckets must travel

at a given rate of speed so that they will discharge the buckets centrifugally when passing over the head-pulley or sprocket. These units may be built with either a single or double strand chain.

b. Perfect Discharge Bucket Elevator—This unit is constructed with malleable iron or steel plate buckets, spaced at regular intervals by bolting to chain attachments from each side of the bucket. The material is fed into the boot of the elevator, and the buckets scoop up the material with a digging action as they pass under the take-up pulley or sprocket, travelling in the direction of lifting. The buckets must travel at a given rate of speed, slower than the centrifugal discharge bucket elevator, and in the head section, on the discharge side of the elevator, an extra shaft, with sprockets, known as a deflecting idler, must be placed on the descending side of the elevator so as to effect the discharge of the material.

c. Continuous Bucket Elevator—This is a slow speed unit, and the buckets are mounted continuously along one or two strands of chain or a belt, with no spacing between the buckets. With this type of elevator it is necessary to have the loading point

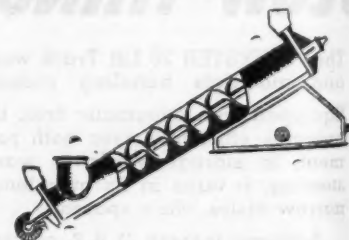
appreciably above the top of the boot sprocket or pulley and with the material guided in through a chute so as to load the buckets individually and eliminate any digging action in the boot. With this continuous bucket arrangement and slow speed the discharge is accomplished by gravity, the material falling from one bucket on to the front of the preceding one, the buckets acting as a chute or guide to the fixed discharge spout.

Bucket elevators of different shapes
(Continued on page 100)

Conveyor (Screw)

Definition—A conveyor consisting of a continuous or broken blade screw or ribbon, fixed to revolve in a suitable trough so that the revolving screw slowly propels the material in a forward motion.

Description—The most common type of screw conveyor is a continu-

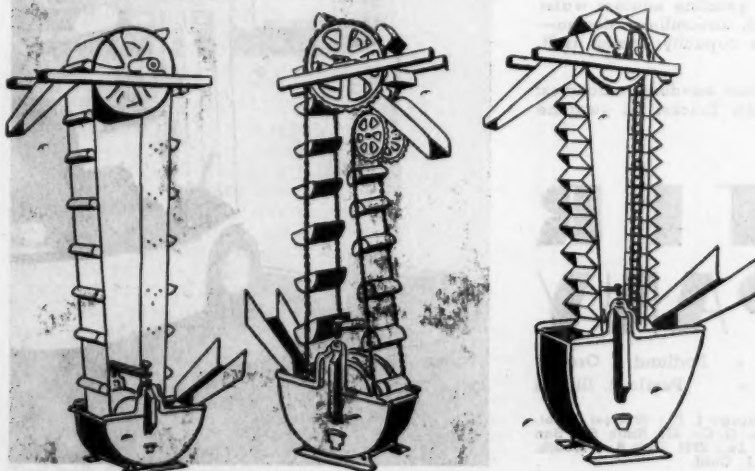


Screw Conveyor

ous helical formed blade around a central shaft or pipe, known as the screw, and this screw is supported in approximately 10 ft. lengths on bearing hangars, suspended in a fixed U-shaped trough. The screw is driven from one end and can be either on the right hand or left hand according to the delivery desired, and the convenience of the drive. On some conveyors, right and left hand screws may be used to deliver in opposite direction from a central feed point or to bring together two materials fed at opposite ends. The bearing point is also the coupling pin or dudgeon for connecting the screw sections together. The type of screw or flight depends upon the material being handled. Sticky materials have a tendency to collect near the axis of the screw or

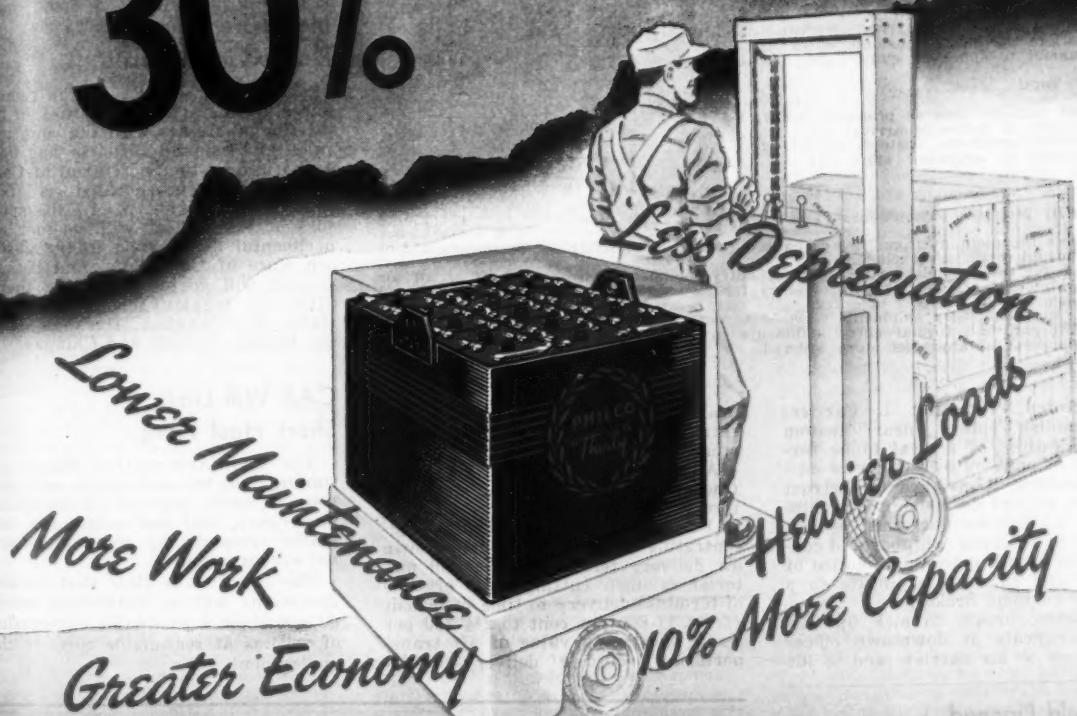
(Continued on page 100)

Bucket Elevators. L. to r.: centrifugal type; perfect discharge type; continuous bucket type.



Just Announced!

REVOLUTIONARY NEW "PHILCO THIRTY" GIVES 30% LONGER LIFE!



Again... Philco Makes Engineering History

At last, a motive power battery with a revolutionary, new construction that actually gives you 30% longer life . . . and more! A brand new principle of fabricated insulation . . . developed after years of research in the Philco laboratories, and now introduced after exhaustive tests in actual service. It's the Philco "Thirty" . . . your post-war battery, available now in certain types and limited quantities. Write today for full information.

PHILCO CORPORATION, Storage Battery Division, Trenton 7, New Jersey

FOR 30 YEARS A LEADER IN INDUSTRIAL STORAGE BATTERY DEVELOPMENT

How to Cut Air Import Delivery Time In the New York Area

By Albert Serkes
New York University

○ ○ ○

DELIVERY time of directly imported and bonded I.T. shipments by air in New York may be cut between 150 and 400 per cent by carrying out the suggestions below which I have compiled from interviews:

customs documents at custom house. Railway express to inform consignees to pick up carriers certificate first.

3. Customs Service to increase frequency of government truck hauls between air delivery terminal and ap-

	Minimum	Hours	Maximum
Time in transit between point of origin and air delivery terminal in New York:			
Direct Import*	24		144
Bonded Import**	12		100
Terminal delivery time now:			
Mailing of notice of arrival	12		24
Carriers certificate, customs entry*	4		6
Transfer to appraiser store	0***		48
Total	16		78
Terminal delivery time as proposed below, 1-3:			
Delivery of notice of arrival (1)	2		4
Carriers certificate, customs entry* (2)	2		3
Transfer to appraiser store (3)	0****		24
	4		31
Savings by proposed suggestions:	12 (400%)		47 (150%)

*Figures represent average; delays caused by lack of priority or documents and/or other unusual conditions excluded.

**Time for filing bond entry at port of entry included; more than half of all air import shipments arriving at port of entry for New York are reported to be entered for consumption at the port of entry.

***All informal entry shipments released at once at air delivery terminal.

****Informal and formal entry shipments to be released, unless examination of entire shipment at appraiser store ordered.

Suggested Proposals: 1. Carriers to establish offices near custom house. Notices of arrival to be forwarded at once by messenger to customs brokers. Consignee to instruct shippers abroad to consign air shipments to licensed customs broker. Carrier to encourage shipper and consignee to permit delivery of notice of arrival and carriers certificate to a licensed customs broker.

2. Custom broker to pick up carriers certificate at downtown offices of express or air carriers and to file

praiser store and to place a formal entry clerk at all air delivery terminals.

Advantages: Saving manpower (messenger trips), saving material (truck hauls), concentrating all work at Bowling Green (time saving), concentrating most deliveries at midtown air delivery terminal (time and material saving), cutting ratio of time of terminal delivery to time in transit (from 11-600 per cent to 2½-250 per cent), increasing value of air transportation (cutting delivery bottle-

neck) and giving all customs brokers opportunity to participate in this growing business (stopping complaints about greater foresightedness of others).

Civilian Planes May Use Radar

Post-war air traffic, which the Civil Aeronautics Administration predicts will put 500,000 planes in the air by 1950, probably will utilize radar, the war weapon which detects hostile aircraft and ships, as insurance against midair collisions.

Federal aviation agencies are studying many electronic devices and other innovations developed in the war—including some of the secret ones—with the intention of using them in a peacetime air traffic control system to cope with the expected boom in civilian flying.

Helicopter Service Planned in Mexico

A helicopter service to link remote mines, farms and communities in the interior of Mexico with the country's chief airlines and airports has been authorized by the Secretariat of Communications. Incorporated as *Helicopteros de Mexico, S. A.*, the sponsors of the project will conduct experimental flights soon in the northern state of Chihuahua, and if successful, will go into operation thereafter on regular schedules in the states of Chihuahua, Durango, Mexico, Puebla, Oaxaca and Chiapas.

CAB Will Limit Short Haul Plans

The Civil Aeronautical Board, assuming that the automobile will continue to carry most of all short-haul passengers, said last month that air traffic prospects for small cities are not encouraging.

The board made clear that no new operations will be authorized which do not show a justifiable expectation of success at reasonable costs to the government.

Big Field Planned At San Diego

Plans for one of the country's largest concrete runways, an 8500-ft. strip which will accommodate the largest cargo and passenger planes now contemplated, have been completed for Lindbergh Field, San Diego, Cal., Harry Woodhead of Consolidated Vultee Aircraft Corp., recently announced.

The plane company, which proposes to carry out the project and share the estimated cost of more than \$2,000,000 with the Navy, has already submitted plans to contractors. The city of San Diego will retain title to the improvement, which will extend across the west boundary of the Municipal Airport into land of the Marine Corps Base, use of which is being permitted by the city. (Herr)

Future Possibilities of Air Cargo Stressed At New England Council Meeting

"The tremendous growth of air express and air cargo during the war, most of it moving under a priority requirement, has educated the public to the value of this rapid service for goods and should be a great help to industrial communities particularly one like New England, in broadening the post-war markets for their many diversified products," Ralph S. Damon, vice-president and general manager, American Airlines, told the Aviation Session of the 75th Quarterly meeting of the New England Council at Boston recently.

"Air cargo is not a good medium for routine shipment of low cost basic raw materials," continued Mr. Damon, but it is an excellent medium for the rapid transportation of high cost manufactured specialties and perishables where the premium paid for the air express is justified by the decrease it enables in lowered inventories.

"Air transportation is basically a supplement and in many ways a marvelous addition to other forms of existing transportation but it will never (Continued on page 96)

CAB or ICC?

SHOULD the Civil Aeronautics Board continue to regulate aviation or should its regulation be transferred to the Interstate Commerce Commission?

Here are a number of cogent reasons why air transportation should continue to be regulated by an agency other than the ICC.

Fundamentally, the issue is whether the principle that aviation is "a special problem requiring special treatment" shall be adhered to by Congress, or whether the hard-won gains of years of struggle and study shall be swept away in the effort to solve the problems of older modes of transportation.

In several respects, the proposal to place all or part of the regulation of air transport in the hands of the ICC would risk serious harm to that industry and to our national policy.

By JOHN H. FREDERICK

Air Cargo Editor

o o o

Airlines Sought Regulation

The truth of the matter is that the air carriers are regulated. They believe in regulation. They asked for regulation. They sought economic regulation, patterned upon the provisions of Parts I and II of the Interstate Commerce Act; and in the Civil Aeronautics Act of 1938 Congress imposed upon the air carriers just such a pattern of regulation. In fact, it might be pointed out that were the railroads and motor carriers regulated as thoroughly as are the airlines, they would hardly know what to do. Neither the ground carriers nor any other industry in the country is regulated in such minute detail.

This request for regulation on the part of the airlines was unique. Never in the history of transportation had a group of carriers, then free of regulation, come to a legislative body and asked that it be subjected to the legal obligations and restrictions placed upon other branches of the transportation industry. Yet that is precisely what the air carriers requested of Congress, beginning in 1934 and continuing steadily until the adoption of the Civil Aeronautics Act in 1938.

The reason the air carriers sought regulation is that they recognized, as early as 1934, that the history of railroad transportation had demonstrated that the absence of regulation leads to evils from which not only the public but those in the industry itself suffer in years to come. The Civil Aeronautics Act of 1938 is a comprehensive statute covering all phases of civil aeronautics and, as the ICC has stated in its 52nd Annual Report, "the Civil Aeronautics Act provides for air carriers a system of regulation which is, if anything, more comprehensive than that which has been provided for the railroads."

When, therefore, it is proposed that there be "uniform regulation, simi-

lar in character and scope, for all modes of transportation: rail, highway, pipeline, air, and water," a statement has been made which the railroads themselves would be the first to brand as absurd when the full import of such a recommendation is appreciated. In short, the complaint that, in relation to other modes of transport, railroads are discriminated against is utterly without justification, so far as the air carriers are concerned.

So whatever may be said of the other forms of transportation, airlines are regulated, both with respect to rates and all other phases of their operation, and the pattern of regulation is the same as that applicable to the railroads and motor carriers.

When the railroads were driving the canal companies and stage lines out of business they were not subject to regulation. Then, and for many years afterward, they were free to, and did, indulge in midnight tariffs, secret rebating, discriminatory rates and other methods of cut-throat competition. But air transport, at the very outset of its greatest development, has been subjected to the highest standards of conduct and the strictest regulatory power, for the protection both of competitors and of the public. It will never be free to assume the role of a buccaneer.

Unlike Other Transportation

Indeed, much air transportation is noncompetitive with the railroads. Much airline business is created simply by the speed of air transport. If air transport were not available much of such business would not be available to any carrier. For example, the businessman who makes a hurried trip to the coast would often not make the trip at all except for the fact that he is able to get there, transact his business, and return within the space of a day or so by air.

RECENTLY there has been a revival of proposals, not heard for some years, to place the regulation of air transportation under the Interstate Commerce Commission either as presently organized or under some sort of a new commission set-up. Such proposals have been put forward before by those believing that regulation of all transportation should be in the hands of a single federal body.

The present proponents of a single regulatory body for transportation argue that, on grounds of logic alone, it is difficult to make out a case for a regulating authority for domestic air transportation separate from the other forms. They also contend that if we are to continue a national transportation policy of promoting and fostering adequate transportation furnished by private corporations at rates regulated by public authority, the most orderly way of accomplishing the desired results would be to entrust regulation to a single public body. They base these arguments on the fact that separate regulating agencies have been discarded in respect to all other competing forms of transportation: the motor carrier on the highway, the water carrier engaged in inland or coastwise transportation, the pipe line and the freight forwarder. All of these have been brought within the jurisdiction of the same federal body, the Interstate Commerce Commission.

Air Transport Different

Proponents of the single agency find it hard to believe that there are technical characteristics of air transport which make it more difficult to regulate than the railroads or any of the other forms of regulated transportation, although the ICC, they admit, would have to adapt and equip itself to provide intelligent and efficient regulation in this new and unfamiliar field.

Railroads and other ground carriers see the creation of air-surface carrier combinations, which they are now ardently seeking, complicated by the regulatory situation so long as airline regulation is in the hands of a separate governmental agency as it has been since 1938. It is held that air transportation will progress, if it has not already done so, beyond the stage in which the solicitude and promotional aid of a separate, specialized regulatory body is needed, and will become sufficiently integrated into our transportation system to require that its regulation and the regulation of other modes of transportation be unified in the hands of a single regulatory authority.

The type of "regulation" which nearly all the advocates of ICC regulation of air carriers have in mind is that which may be termed "economic." Also, many of them still contend that the railroads, in particular, are subject to "unregulated competition" because of airline activities. This latter assertion has been proven incorrect time after time but it still crops up. It is an example of the thing which has so frequently happened in the past, that is, statements concerning air transportation by people who know nothing about it, which are false, misleading and without any basis in fact.

The regulation of interstate and foreign commerce cannot be divided for the air transport industry. It is unlike any other transportation enterprise. When the Civil Aeronautics Act was under discussion in Congress back in 1937-39, the Maritime Commission suggested that it be vested with control over foreign air commerce, leaving interstate air commerce to another agency. That suggestion was heatedly discussed. Finally both the House Committee on Merchant Marine and Fisheries and the Senate Committee on Commerce firmly rejected the proposal.

More and more airlines will render service beginning far in the interior of our country, running to the border, serving points along the way, and then jumping abroad. Many people who have been accustomed, when thinking of traveling to foreign countries, to think in terms of going to the borders of our country and then getting on a different mode of transportation will no longer do so when they use air transportation. Planes will fly to interior cities of foreign countries from our interior cities in the future for commerce just as they are doing today on war missions.

Separation Result of Study

The ICC has always been primarily charged with regulation of rail and motor carriers and nothing has happened since the consideration and adoption of the Civil Aeronautics Act to furnish any argument today not known and appreciated at the time of its passage when Congress very definitely separated the regulation of all aspects of air transportation from that of other carriers. Everything was then known which is now known. All the facts which exist now existed then, except that now the railroads are better off than they were then. Congress debated the question and decided that regulation of air carriers, with the rest of civil aviation, should be placed all in one spot and coordinated under a new agency, and specifically rejected a proposal to place air-carrier regulation under the ICC. At that time also, President Roosevelt with the unanimous advice of six executive departments, including the State, War, and Navy Departments, urged the creation of the Civil Aeronautics Authority and the adoption of the Civil Aeronautics Act.

This step was not hastily taken. It followed years of study. Committees of Interstate Commerce of the House and Senate held three exhaustive hearings on the subject, in 1935, 1937, and 1938. They also studied, for two years, the entire problem of civil aeronautics. The Federal Aviation Commission also made its study and report at the direction of Congress. Then in 1939 long drawn out hearings on the same subject were again held in connection with the so-called "Omnibus Transportation Bill" and the Transportation Act of 1939. The decision made in 1938 and upheld in 1939 as a result of all that study should not now be overturned. As Representative Lea said in the debates on the Civil Aeronautics Act of 1938, "No other agency of the Government has a set-up so well qualified for aviation regulation as the independent body this bill would create."

Correction

It was inadvertently stated last month that Mr. Jerry W. Martin (co-author with Dr. John H. Frederick of the article on "Air Cargo Equipment") was research assistant, School of Business Administration, University of Kansas. This, of course, should have been The University of Texas.

The Present Issue

The issue now is whether the principle that aviation is "a special problem requiring special treatment" shall be adhered to by Congress, or whether the hard-won gains of years of struggle and of study shall be swept away in the effort to solve the problems of older modes of transport. One would not deliberately tear down an industry concerning which the President has said: "Hardly another civil activity of our people bears such a direct and intimate relation to the national security." It cannot be that the Congress will permit the crippling of an industry which the President also says "is clearly recognized as the backlog of national defense." These things cannot be if the issue is clearly understood.

It has been contended that "to vest the ICC with the regulation of air transport would be a step toward coordinated regulation of all transportation." But if we are going to "coordinate," if we want to settle difficulties of transportation largely through regulation, we have to be bold enough to recognize the fact that we must assign to each competitive agency that class of transportation which it can pursue to the greatest economic advantage, and perhaps exclude the one less qualified to perform the service. We have to be bold enough and courageous enough to do that if we are going to meet our problem through regulation and really "coordinate" transportation. Certainly air transport is not yet ready for such bold judgment on the part of government. That judgment will have to turn upon an accurate and fully informed appraisal of the peculiar economic advantages of air transportation. We can reach that judgment only when we are fully prepared to spell out the destiny of transport by air. If we attempt to do so too soon we run the risk of denying to our

future generations a heritage which other countries are diligently providing for theirs, and of defying the forces of progress and inventive genius which have made our nation great.

Air transport, because of its nearly pioneer character, is not ready for a determination of the field of transportation from which it shall be excluded. Mastery of its nature, problems, and possibilities is a full-time undertaking.

Risk of Serious Harm

In several respects, the proposal to place all or part of the regulation of air transport in the hands of the ICC would risk serious harm to that industry and to our national policy.

(1) It would, unless all aspects of aviation regulation were included, (and no one has suggested going quite this far) divide control and create conflicting jurisdiction. We would have two agencies of the Government regulating the same thing in many instances.

(2) It would vest the ICC with powers, the exercise of which requires knowledge and facilities which the ICC does not have and would require some time and much money to obtain.

(3) It would require determinations respecting the future place of air transport in our economy which neither the Government nor the industry is yet able to make.

"Ground-Bound Minds"

Air transportation should continue to be regulated by an agency other than the ICC. With all due respect to the Commission, air transportation should not have to contend with ground-bound minds, of which, unfortunately, there have even been too many connected with the CAB at times. Commercial air transportation should not be crippled by retreating from the principle of unified and coordinated regulation now in effect.

We should not permit what has been frequently characterized as a "committee of railroad advisers" to cause this vital national interest to again enter upon the path that leads endlessly from one government agency to another. Certainly there can be no value in sacrificing this industry for the sake of a purely academic principle, such as that of making complete the regulatory authority of the ICC, in the absence of any practical need for such a step.

Name "Skyfreighter" is Copyrighted

"Skyfreighters" went into operation on American Airlines trans-continental route toward the end of July. The first transcontinental all-cargo service between New York and Los Angeles was inaugurated by American Airlines Aug. 20, 1943. The "Skyfreighters" (companion planes to American Airlines pre-war Sky-sleepers and to the Flagships now in service on its commercial routes) are among the 25 planes being returned by the Army to American Airlines, the original owner. They are under-

stood to have been put through a complete conversion program to provide facilities best adapted to the carriage of cargo.

American Airlines has copyrighted the name "Skyfreighter," thereby it is said, filling in the pattern not only of its own future air service, but perhaps, of all air transportation. Air transport began with mail planes. Then came the development of the passenger plane, from the old four-passenger, open-cockpit Stearmans to

(Continued on page 98)

ONLY THE BEGINNING

THERE is considerable speculation about the future use of the airplane as a cargo carrier. Three recent developments, we believe, forerun many that in time will make air transportation commonplace with shippers of almost everything.

In January, American Airlines enhanced the usefulness of its International Air Express service to Mexico by making it possible to reach 40 Mexican cities in addition to Monterrey and Mexico City. American now forwards shipments by fastest available means of transport (or as you direct) to off-line points. Result: greater shipping speed, easier handling, increased efficiency.



In February, American inaugurated its new C.O.D. and Collect services on air shipments to Monterrey and Mexico City. These services eliminate tying up your money in shipping charges and enable you to settle more quickly your financial relations with the consignee.

In March, extra economy was added to the time-saving speed, convenience and simplicity of shipping by air. International Valuation Charges to and from Mexico were reduced 20%!

It pays to ship by air. For pickup, call Railway Express Agency, Air Express Division. And remember to . . .

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D and W, August, 1944—33



1st National Air Cargo Packaging Forum Reveals Vital Interest in Both Subjects

The First National Air Cargo Packaging Forum, Luncheon and Exhibit, held Friday, June 23 (too late for publication in the July issue of *DandW*) at the Hotel Pennsylvania, New York, was attended by 500, who inspected 27 exhibits and heard a number of prominent air officials and packaging experts discuss present problems and future potentialities of air cargo and packaging for air shipments. The meeting was sponsored by the aviation section of the New York Board of Trade, John F. Budd, publisher, *Air Transportation*, chairman, who presided at the luncheon. Lyle C. Ray, executive vice-president, Aviation Packaging Co., presided at the forum.

Leaders of the panel discussions at the forum included: J. D. Malcolmson, chief, technical section, paper board division, War Production Board; Louis de Garmo, consultant on package styling and display; George F. Bauer, international trade and air cargo consultant; and Ida Bailey Allen, woman's interest editor, *Parade Magazine*.

Questions and answers from the floor featured the forum session which lasted until late in the afternoon. Most of the questions related to packaging, present and future, in connection with different commodities, but chiefly with respect to food products. Liquid plastics were stated to offer great possibilities, and, in the opinion of some authorities, may revolutionize packaging technique after the war.

110,000 Route Miles

Speaking about the work of the Army Air Force, Brig. Gen. J. M. Clark, commanding officer, Middletown Air Service Command, speaking at the luncheon, said that the Air Service Command supplies the Army Air Forces throughout the world with "everything from a B-29 to the most minute part imaginable. Five hundred thousand items are stocked by the Air Service Command. Remember that the largest mail order house in the world stocks only 40,000 items.

"One hundred and ten thousand route miles of airlines are now available to the Air Service Command for shipment to any corner of the globe, and air transports carry pay loads in excess of five tons. Alaska, Algiers, England, all widely separated strategic points on the war globe, are but two days away from this very rostrum by air freight. Australia is just three days distance. And remote India is reachable in five.

Air Freight Rates

What we term the future has a habit of creeping up on us and becoming the present. Just so in relation to airway cargo freight rates. Right now the subject may seem to pertain to the future, but eventually it will have to be dealt with. Shippers and consignees, as well as the airway cargo carriers who are to operate, should give attention to the matter.

It is to be hoped that rate schedules of the airway cargo carriers will be based on their own planes rather than following the error of the highway carriers who "borrowed" the rate structures of the rail carriers. Airway cargo freight rates ought to be airway cargo freight rates, not railroad rates lifted into the air.

—The Traffic Bit.

"At first giant civilian transport planes were hastily modified for the job. Now specially constructed planes do the trick. Interiors are stripped of all unnecessary equipment to provide greater space for pay loads. In the beginning, weight and size limitations were extremely low. Many items were

excluded, such as inflammables, acids, liquids—now carried as routine.

Size Limitations

"Size limitations have increased with the construction of larger hatches for loading. Cargo as long as 33 ft. can be handled by some planes. And although the average individual shipment is approximately 200 lb., the gross weight of any crate or box in the case of engines or machinery can go as high as 3,000 lb.

"The packaging of articles for air freight shipment requires great care. The shipper has little conception of what handling the article will receive before it reaches its destination.

"So, items are packed in fibre-board containers with proper interior packing to prevent movement of contents while in flight. Dividers, of corrugate cell partitions, with an inner-liner, are used as a general rule. A shipment that requires protection from moisture within its container is inclosed in a sealed bag or special lining of water-proof paper.

Sealing Containers

"Metal stitches or staples, adhesive cement, or a combination of the two serve to close the container; seams are sealed with gum tape; corrugated cases are water-proofed with two layers of water-proof label cement. And when solid fibre is not suitable, wood containers are used, properly nailed or wire-bound. Fragile items, radio equipment and the like, are covered with a felt protection or inner corrugated or solid fibre packing, and shipped in cleated plywood containers.

"There is no guarantee that any cargo flying to New Guinea, for example, will be put under cover after arrival. Every step must be taken to assure that these materials arrive
(Continued on page 95)

Airlines' Half-Year Traffic Estimates Show Notable Gains in All Divisions

Half-year traffic estimates for the domestic airlines show sizable increases in all departments, Col. Edgar S. Gorrell, president, Air Transport Assn. of America, reports.

Revenue passenger-miles flown during the first six months are expected to exceed 888.6 million, an increase of 20 per cent over the 735.3 million passenger-miles flown in the first half of 1943.

Col. Gorrell estimated mail pound-miles at 41.5 billion, which would be more than 30 per cent above the 31.9 billion reported in the first six months of 1943. Mail pounds carried are expected to reach 65.6 million, as com-

pared with 50.5 million in the like period a year ago, a gain of more than 29 per cent.

Express pound-miles flown by the domestic air carriers are estimated at 15.2 billion for the six-months period, an increase of 4 per cent over the 14.5 billion reported during the first six months of 1943. Express pounds carried are estimated at 31.5 million, as compared with 28.7 million in the 1943 six-months period, a gain of more than 9 per cent.

Domestic airline traffic estimates for the first six months this year as compared with like periods of 1943 and 1942 follow:

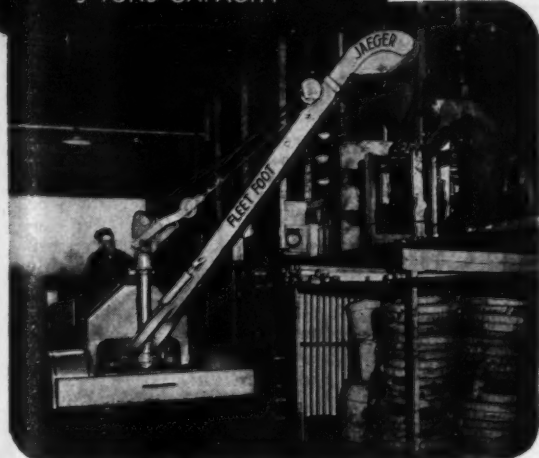
Item	First Half 1944	First Half 1943	First Half 1942
Revenue Passenger-Miles.....	888,600,000	735,341,450	726,646,588
Mail Pound-Miles.....	41,572,000,000	31,936,867,978	17,538,043,382
Mail Pounds Carried.....	65,600,000	50,504,847	28,607,256
Express Pound-Miles.....	51,227,000,000	15,227,000,000	9,704,511,265
Express Pounds Carried.....	31,500,000	28,776,456	18,438,751

JAEGER "FLEET FOOT"

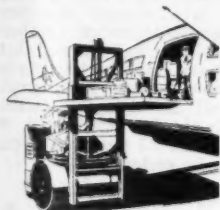
Crane and Tier Loader

5 TONS CAPACITY

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EFFICIENCY
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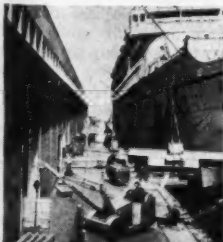
**THIS NIMBLE, VERSATILE, FAST
SWING-LOADER CUTS HANDLING
AND MOVING COSTS . . .**



TIER LOADER ATTACHMENT
Telescopic to 12 ft., swings 90° to either side, operates in any position and very narrow spaces.



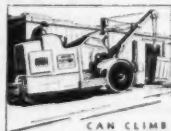
PLENTY OF TRACTION
to move loaded trucks, or spot cars.



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Telescopic 12-18 ft. boom (or tier loader if desired) lifts 5 tons faster than 1 ft. per second, swings 90° to either side without outriggers to pick up or deposit load. Totes it at speeds to 12 m.p.h. Will pass 6½ x 8 ft. doorway, can turn in 10½ ft. floor space, push or pull loaded trucks or spot cars.

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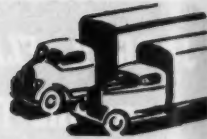
As a result of increased efficiency developed to meet wartime demands, rates have been reduced. Shippers nationwide are now saving an average of more than 10% on Air Express charges. And Air Express schedules are based on "hours", not days and weeks—with 3 mile-a-minute service direct to hundreds of U.S. cities and scores of foreign countries.

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Motor Cargo...



Exasperating Grievances of Long Standing, Suffered by the Nation's Shippers, Aired at Chicago Conference

American Trucking Associations pledge reform campaign for better handling of loss and damage claims as result of protests made by National Industrial Traffic League and other shippers' organizations.

DILATORY tactics employed by some motor common carriers in settling with shippers for loss and damage claims are the target of a reform campaign which the American Trucking Associations, Inc., Washington, D. C., has pledged itself to undertake on behalf of shipper-patrons of motor truck lines.

Exasperating grievances of long standing, suffered by the nation's shippers, were aired at a recent Chicago conference, called by the Freight Claims Division of ATA, at which committees representing four powerful shipper groups, the National Industrial Traffic League, Chain Store Traffic League, Retailers Transportation Committee and the National Retail Dry Goods Assn. were present.

Immediate reason for the conference was a protest filed with ATA by the NIT League and the Chain Store Traffic League, which cited specific complaints of difficulties in obtaining settlement of claims against truckers and asked their national organization to rectify the abuses.

Six Main Complaints

Briefly, the following points were covered: (1) delaying tactics; (2) failure of motor carriers to establish uniform policies on loss and damage claims; (3) carrier refusals to permit bad order notations on delivery receipts; (4) originating carrier's refusal to make full settlement where more than one carrier is involved in a through haul; (5) carrier's disclaimer of liability for concealed loss or damage; (6) failure to make inspections when requested.

A further reason for the meeting was the prior action of the National Retail Dry Goods Assn. in filing with the Interstate Commerce Commission a request for a formal investigation of motor carrier claim settlement procedure.

Carriers' Spokesmen

No attempt was made by ATA's spokesman, Carl A. Jackson, director of the organization's freight claim division, to minimize the seriousness of

By H. H. SLAWSON

the shippers' complaints. A high percentage of the carriers are doing a good job of handling freight claims, he said. With the small number whose conduct has caused the complaints, he added, "it may be necessary to employ shot-gun tactics," to secure reform.

A representative indication of what the shippers are up against was also contributed by E. G. Dowe, secretary of the Wisconsin Motor Carriers Assn., Milwaukee, Wis. Visiting one Wisconsin carrier recently, he said, he found claims on file which were seven and eight years old. Sitting down with the management to examine these, he stated, "we were able to clear them all up in an hour or two."

Shippers' Spokesmen

Spokesmen for the shippers' organizations asserted that only five per cent of the Class I motor carriers are paying claims with any reasonable promptness. Size of the carrier

organization makes little difference in the manner in which claims are handled, it was charged. Some of the largest, one shipper said, deny receiving his company's claim papers, so these are now all sent by registered mail with return postal receipt attached.

Another speaker asserted that some carriers will give prompt attention to one shipper and ignore another. Still another said he had learned that form letters from shippers have little effect in getting action from small carriers. If all the delaying tactics by carriers could be eliminated, it was declared, fully 75 per cent of the trouble would be ended.

More Authority Suggested

The situation, it was pointed out, is country-wide, involving thousands of small carriers. Barely one-tenth of the nation's truckers are supporting the Trucking Associations' recommended claims settlement procedure, it was charged, leading to the conclusion, voiced by some speakers, that a central authority such as a Judge Landis is needed in the motor transportation industry to enforce rigid settlement regulations.

Objections were raised to any extension of governmental control, if this could be avoided, the prevailing sentiment being that the truckers themselves should be given an opportunity to "put their house in order."

This was voiced in a recommendation offered by the NIT League spokesman, I. W. Whitaker, traffic manager, Aluminum Goods Mfg. Co., Manitowac, Wis., and concurred in by the Chain Store Traffic League, whose committee chairman at the conference was R. A. Bentley, traffic manager, National Tea Co., Chicago.

Educational Program

The conference asked the ATA to institute a vigorous educational program, to acquaint motor common carriers with the essentials of proper claim adjustment procedure, informing them of the grievances complained

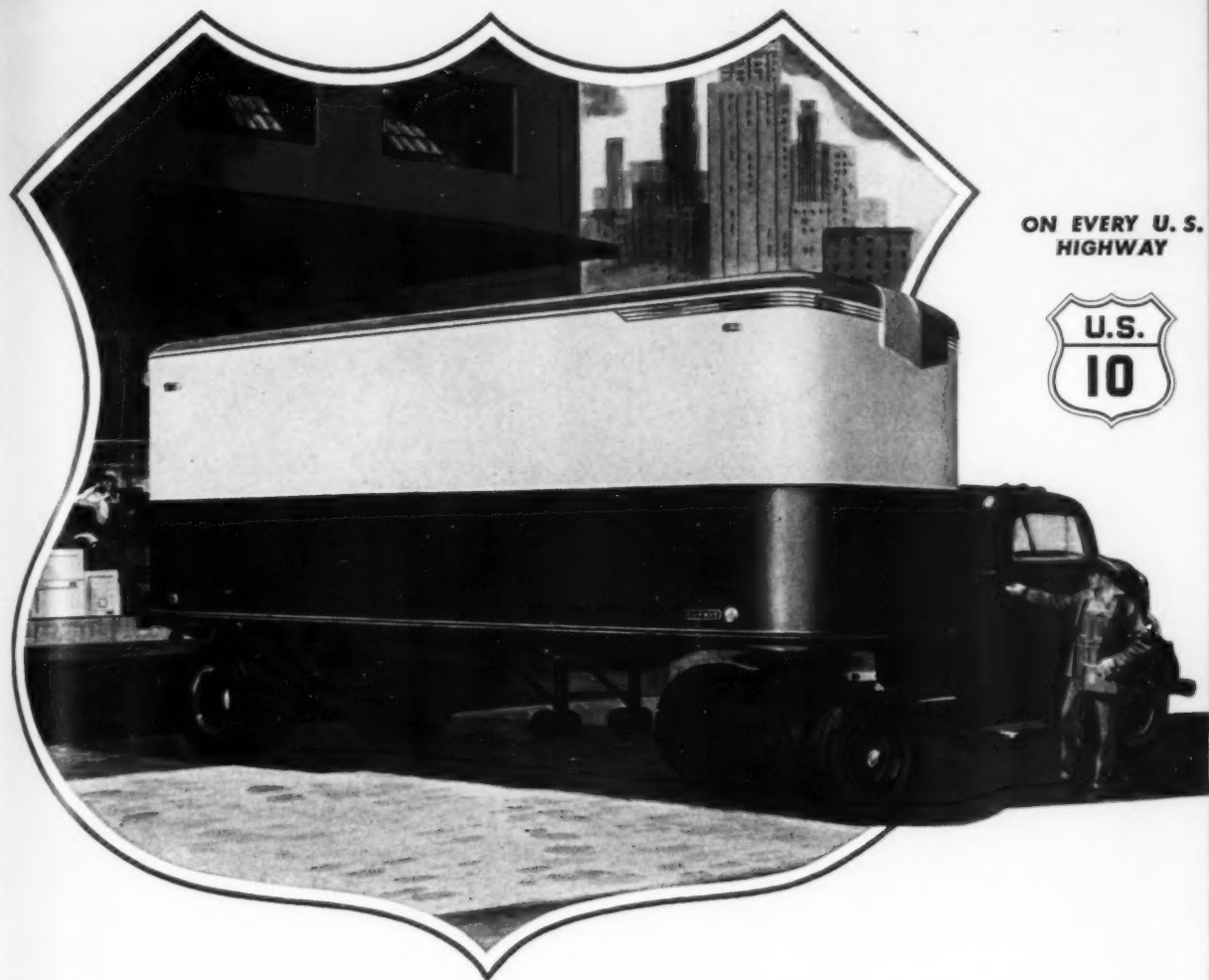
(Continued on page 71)

ATA Convention

The annual convention of the American Trucking Assns., Inc., is scheduled to take place Oct. 14 to 21 at the Netherland Plaza Hotel, Cincinnati, O.

The ATA requests members and others expecting to attend the meeting to make reservations as soon as possible. The Netherland Plaza, it is said, can accommodate only about 400 guests, in addition to its permanent and military patronage. Consequently, it is said, many who plan to attend the convention may find it necessary to make reservations at other hotels in Cincinnati.

The Gibson, the Sinton and the Fountain Square are situated within a block of the Netherland Plaza, the ATA advises.



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"know-how" to make even finer "Freightmasters" and "Clippers"—with increased strength and decreased weight—when wartime restrictions are removed. Tomorrow's Highway Trailers will be the greatest we have yet produced.



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ICC Holds Flat Rates Discriminatory

The Interstate Commerce Commission, in a decision that affects Chicago and Twin Cities, has held to be unreasonable and unjustly discriminatory present and proposed forwarded rates based on the aggregate amount of freight forwarded by a shipper or received by a consignee during a given period of time.

The rates in question were conditioned upon an aggregate monthly tonnage from Chicago and Minneapolis to points in Minnesota and North Dakota. Mutual Distributing, Inc., a freight forwarder, was named as respondent.

In holding the flat rates to be unjustly discriminatory, the commission said: "Although the respondent's billing and solicitation costs in handling freight under these rates appear to be . . . less than on other classes of its traffic, there is no difference in the cost of the physical handling of the freight offered by the flat-rate user and the non-flat-rate user."

The principal on which these rates are premised is altogether different from the long recognized rate-making principle that a reasonable, fair, and just difference in rates charged upon a weight basis may be made in proportion to the quantity transported of an article or commodity when tendered and moved as a carload, as compared with the rate charged when it is tendered and is moved in less-than-car-load-lots."

Over 127,000 Trucks Have Been Junked, And Not Replaced, Since Pearl Harbor

Fears Crisis

Only a modern miracle will save motor transportation in this country unless the government increases civilian truck production at once, Ted V. Rodgers, president American Trucking Assn., speaking before the Pennsylvania Motor Truck Assn., recently at Harrisburg declared.

"It is easy to understand why America is short of trucks," declared Mr. Rodgers, "when Russia, under lend-lease, has received more than 20,000 vehicles and our other Allies have received thousands more. Our own army is using about a million trucks of various types. The present civilian-use shortage could have been avoided if government agencies controlling production had planned against it."

Sale

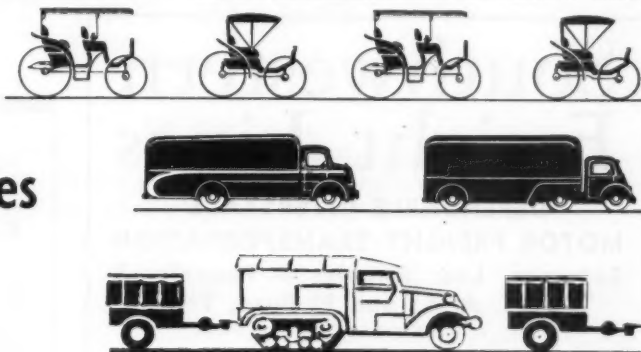
Charles H. and C. Paul Sandifur, brothers, have purchased the Cater Motor Freight Service, Inc., Spokane, Wash., for a consideration reported at more than \$100,000. Included in the transfer are the terminal at Second and Maple with warehouse and machine shops. The Cater Transfer and Storage Co. is not involved in the deal. (Haskell)

Nearly 4,000,000 motor vehicles, including 127,910 trucks, went out of use during 1942 and 1943 and have not been replaced, according to registration figures compiled by the Public Roads Administration from reports of state authorities. Private and commercial vehicle registrations in 1943 totaled 30,499,608, a decrease of 2,082,636 or 6.4 per cent from 1942. The decline from the all-time high of 24,461,636 in 1941 is 11.5 per cent.

Truck registrations were off only 2.8 per cent, to 4,480,176 from 1942, and buses actually increased to 106,702, or 1,301 more than the year before. However, it was pointed out, the statistics do not tell the story in this case. The demands made on trucks and buses have increased by leaps and bounds, partially because of the drop in use of private cars and partially because of war needs. It is also true that many trucks have been registered, though not used much, because of lack of repair parts, lack of tires, manpower, etc.

State motor carrier receipts amounted to \$24,702,000 in 1943, an increase of 12.8 per cent over 1942. This reflected the ton-mile system of charges in gross receipts. Thus, while less was being spent on road construction, the states were literally taking in considerable more in motor carrier taxes.

From carriages
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"Truckers Have No Intention Giving Up Long-Haul Operations to the Railroads"

The trucking business is looking forward to prosperity in the post-war period and "has no intention of giving up its long-haul operations to the railroads," John V. Lawrence, managing director of the American Trucking Assns. declared in answering a statement of R. V. Fletcher, vice president of the Assn. of American Railroads, who recently predicted that the trucking business, in other than short-hauls would gradually die.

Mr. Lawrence admitted the ratio between income and operating expenses plus taxes had narrowed alarmingly. But he pointed out that trucking firms are operating for the most part with wornout equipment and that repair costs, as a result, are mounting. Much poorly trained, high cost labor is adding further to the problems of the industry, he emphasized.

The trucking official declared that the business would "come back," and emphasized the value of the job it is doing in moving hundreds of thousands of tons of vital war goods.

He said that the higher operating costs struck the industry last July. The shortage of repair parts, their higher costs and poorer quality are among the principal items adding to the mounting burden, Mr. Lawrence explained. Tires that used to be run 50,000 miles now have to be replaced

Suggests Dousing Tires

Synthetic tires generate heat about five times faster than do natural rubber tires.

F. E. Glass, chairman, fleet safety division, Indianapolis Chamber of Commerce, is advising commercial vehicle users in Indiana that tires ought to be doused with water every 50 to 75 miles of continuous operation.

The first shower, he says, cools the surface of the tire and the next few the inner works.

at 20,000, he said; tire mileage costs have risen from 100 to 140 per cent, and cost from 18 to 26 per cent more than a year ago.

Some parts that once held up for 70,000 miles now must be renewed at 12,000 miles, while gasoline prices are up and the quality is much below that of prewar days, he added.

"Most operators feel that if they can get through this war period they can again operate at a profit," Mr. Lawrence said.

He cited lighter equipment with greater payload as the goal of most of the trucking organizations. Those factors, coupled with lower operating costs and more efficient maintenance,

are the principal points upon which the owners base their post-war plans for expansion.

Mr. Lawrence said that truck builders will be forced to utilize the lighter weight materials developed during the war. He predicted that some of the larger equipment would carry two tons less metal, thus adding an equal amount to payload.

Motor Clearings Office Set Up in Los Angeles

A Transport Clearings Office, similar in setup to the ones in operation in San Francisco, Cal., and Portland, Ore., has been established in Los Angeles under the sponsorship of the Motor Truck Assn. of Southern California, with the following truck company officials named to the initial Board of Governors:

Orrin H. Scott, J. A. Clark Draying Co.; Gus Somlyo, Southern California Freight Lines; R. S. Babcock, Garrett Freight Lines; Joseph Tanzolas, Western Truck Lines; Arthur Paxton, Paxton Truck Co.; Henry Bischoff, Southern California Freight Lines; Lloyd Hughes, System Freight Service; A. J. Eyraud, Asbury Transportation Co.; F. A. Dougherty, Pacific Freight Lines. (Herr)

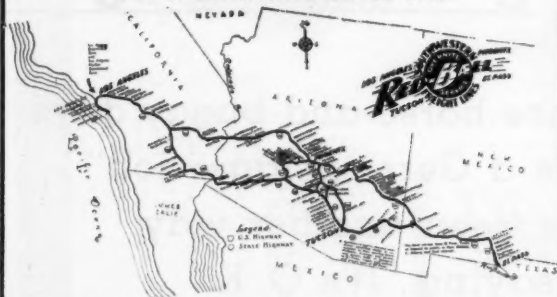
Sale

The Woolsey Transfer Co., Walla Walla, Wash., has been purchased by Vern Howell, lately of Portland, Ore.

Southwestern Freight Lines

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See your International Dealer or Branch NOW, to arrange a convenient service schedule that will catch—and correct—mechanical difficulties before they become serious. That's the kind of service that keeps trucks rolling. It's the constant aim of more than 4,500 International Dealers' service shops—backed by the country's largest Company-owned truck service organization!

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NOSE TRUCKS for various
Warehouse and Cargo use.**

Write for details and prices.

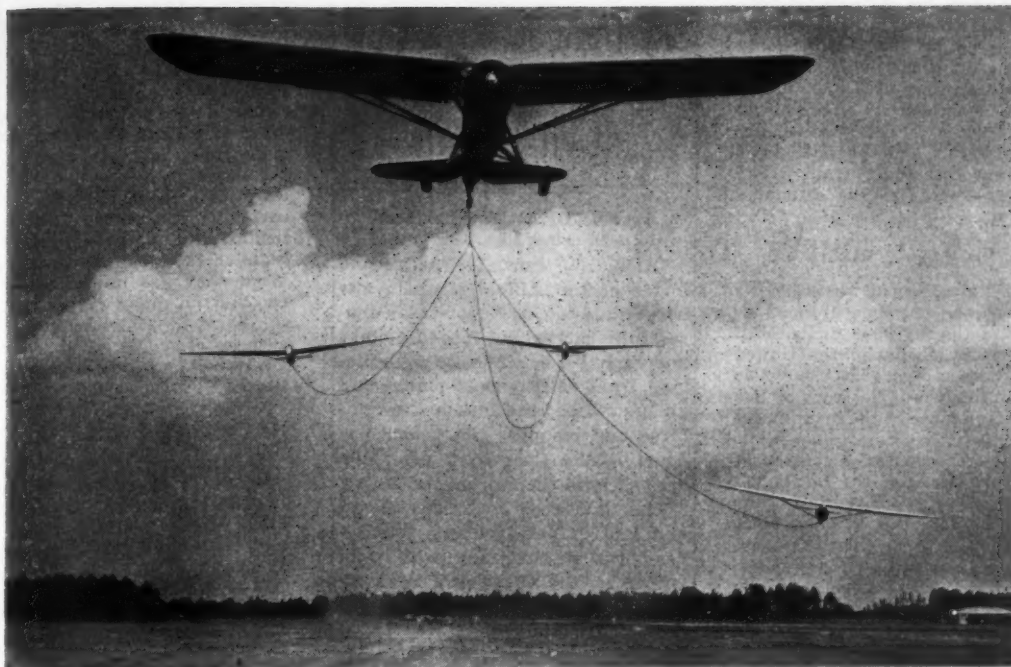


QS Trucks with round corners, no projecting parts.

ORANGEVILLE MFG. CO.

Orangeville (Col. Co.), Pa.

Fig. 202-4
A popular
Warehouse
Truck



IN A BURST OF DUST a triple-tow formation leaves the runway. The gliders, being lighter than their tow ship, a Lockheed L 1-A, leave the ground first and stay slightly above the tow ship throughout the flight. The plodding motor ship labors like a runner pulling kites. Wide World

"The Glider Is Here To Stay!"

Whatever developments the future may hold it is safe to say the glider has barely begun its career. The big glider is here to stay if for no other reason than that powered craft can tow much more than they can carry. In the near future you will see a glider locomotive pulling several cargo gliders and cutting them off at various destinations to discharge their cargo.

THIRTEEN years ago, the precursor of today's ocean soaring Waco glider was but a sportsman's toy. Built in limited quantities (there were less than 300 made) the Waco glider of 1930 was only some 36 ft. in wing spread and only some 21 ft. in overall length. These fragile sailplanes weighed but 175 lb. and sold for less than \$400 complete.

Today North America has two big gliders. One is a Training Glider and is known as the Waco CG-3A while the other is the Waco CG-4A, a troop and cargo carrying glider. These two American gliders are considered to be some of the most practical in the world. This is especially true of the Waco CG-4A which is being turned out in mass production by 15 American manufacturers who are all busy building these "ugly ducklings" of the air according to Waco designs and specifications.

The Waco CG-4A troop and cargo

By **CHAUNCEY J. LAKE**

Director, Public Relations
The Waco Aircraft Co.

o o o

carrying glider is daily making history. These big aerial freight cars are hauling men and materials wherever needed and have been known to transport every conceivable type of cargo from horses to precious medicines, from wounded men to armed Commandos. Their ability to land in small places, do their job, and then be picked out of these same spots by a tow ship which never stops, is becoming commonplace.

Glider is often able to accomplish tasks that airplanes can't handle. The big transport gliders can land with ease on improvised fields which are too short or otherwise unsuitable for

modern, high-speed cargo war planes. And for landing on a recently bombed airdrome which is torn up with bomb craters, a glider is the only thing.

Glider, big gliders, came of age as instruments of war in July, 1943. During that month London announced that for the first time in history a fully loaded glider had been successfully towed across the Atlantic. This glider was loaded with vaccines for Russia, radio, aircraft and motor parts, and completed the 3,500-mile journey in 28 hours. The Waco glider chosen for this experiment flew a triangular course from Montreal, Canada to London, England, by way of Newfoundland and Labrador. The last stage of this historic flight covered 820 miles, setting a record for loaded glider flight.

Some of the worst weather of the past 50 years beset these experimental runs, including a blizzard which forced the glider down in snowy

mountains, but the Atlantic course, which started from Montreal, Canada, was hampered by the weather only on the first leg of this trip. Weather was so bad on this first hop that it took three hours to climb against head winds to 9,000 ft. The weather improved, however, and the final day's run brought the glider train to its destination exactly at the estimated arrival time.

In Sicilian Invasion

While the above event was still news glider-borne shock troops dropped silently out of the sky upon Sicily. Maj. Gen. Joseph M. Swing of the United States Forces stated that the whole advance in Sicily was hastened by one entire week because of the magnificent work of the American glider-borne Commandos. It is now a matter of record that, actually, the battle for Sicily began, not on Saturday, July, 10, but on Friday, July 9, when Waco glider-borne troops and para-troopers landed in the interior. This operation was consummated so efficiently by such large numbers that the water-borne invasion Armies following found a completely disorganized and badly shaken enemy. In fact had it not been for the deadly work of these glider-borne troops and para-troopers who disrupted communications and successfully seized strategical points during those first vital hours, the initial assault on Sicily may well have been a bloody and costly business.

Built for Utility

Both of the two big American gliders may be described as externally braced, high wing monoplanes of wood, steel tube, and fabric construction. Most of their lines are at right angles. Thus they are not very beautiful but what they lack in esthetic glamour is more than made up for in utility.

The CG-4A weighs more than 8,000 lb. gross when fully loaded and flies as well at 20,000 ft. as at 200 ft. It is completely equipped with blind flying instruments, oxygen equipment and most of the complicated technical devices found on the modern high speed air-

Sky Train 50 Miles Long Lands Men and Gear at Vital Points

By FREDERICK GRAHAM

By Cable to THE NEW YORK TIMES.

LONDON, June 7.—The second phase of the Allies' gigantic airborne invasion of Europe was successfully carried out late last night and early today when a fifty-mile-long train of transport planes and gliders crossed the Channel to reinforce and resupply the troops put down in the Cherbourg peninsula area early in the morning of D-day.

The thousands of United States and British paratroopers and glider-borne infantrymen who were landed in the Cherbourg area by more than 900 tow planes and gliders of the Ninth Air Force Troop Carrier Command before and after the Allied assault troops hit the beaches not only have been reinforced by new troops but have received new supplies and equipment as a result of the latest operations.

Flying in at least waves—all of the Ninth Command

planewith, of course, the one important exception, the motor. It usually is towed by an airplane at a speed of 150 m.p.h. and it can glide lazily at 38 m.p.h. without stalling.

Don't Sell 'Em Short

Don't sell the glider short just because it lacks a little thing like a motor. Towed to an altitude of 25,000 ft. the glider could fly more than

25 miles into enemy territory even at the minimum ratio. The ratio of a Waco CG-4A glider's forward progress due to loss of altitude ranges from 6 to 1 to 30 to 1, depending, of course, on wind direction, weight and other variables. If circumstances demand, the glider can operate by riding thermals, the vertical currents of warm air rising upward from the earth. Of course, the Army isn't particularly interested right now in how high or how far the glider can fly. What they are interested in is how far and, in many cases, how quietly the Waco CG-4A glider can transport a cargo of troops to a vital war spot after being released from the tow plane.

As Cargo Carriers

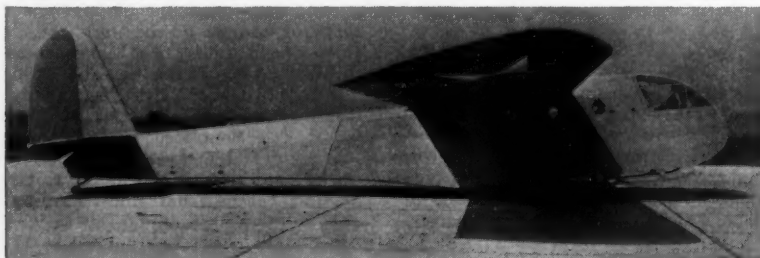
In addition to the Waco CG-3A, troop training glider, and the Waco CG-4A, troop and cargo carrying glider, there are still larger gliders under development. Naturally there are no details available at this time. The decision as to the number of super gliders which will be built and the number of companies which will be brought into the construction program depends on several things. One of these is that the Army still has to decide whether it would be advantageous to build up two or three varied sizes of gliders or to continue to concentrate on the present CG-4A. If these new super gliders do not appear during the war they may easily come into being as future peace time cargo carriers.

Whatever developments the future may bring it is safe to say that the glider has barely begun its career. The big glider is here to stay if for no other reason than that powered craft can tow much more than they can carry. Following the analogy of a freight locomotive the powered plane can tow several gliders, thus creating an actual sky freight train.

Freight Cars of Future

It is not difficult to imagine that sometime in the very near future you will see a glider locomotive pulling two, three or four gliders. Such a train could start from, let's say, Los Angeles, Cal., with each glider designated for a certain city en route to New York. As the glider train reaches these various destinations each glider could cut loose from the train, descend and after unloading its cargo and reloading other material, wait for the tow plane to pick it up on the return trip. Moreover fully loaded gliders can be easily carried to any desired altitude, released to land and discharge their cargo.

Ideal tow ships for the big American glider will soon be out of the development stage and it takes no great amount of vision to realize the great cargo possibility of the future. Yes, the glider is here to stay.



The Waco CG-4A troop and cargo carrying glider is an externally braced high-wing monoplane of wood and steel tube, fabric covered construction. It has a wing spread of 83 ft. and an over-all length of 48 ft. It weighs more than 7,000 lb. gross fully loaded, and is said to fly as well at 20,000 ft. as at 200. It can be towed at 120 m.p.h. or glide lazily at 38 m.p.h. without stalling. It made the first experimental trans-Atlantic cargo flight last year, and played an important part in the invasion of Sicily and Normandy.

Distribution Worldwide

● A vigorous and effective national policy concerning post-war shipping must be formulated if we are to remain a strong maritime nation and reap the fair rewards of international trade.

—Vice Admiral J. W. Greenlaid
Logistics Co-ordinator, U. S. Navy

Westinghouse Enters Import Field

The Westinghouse Electric International Co., which for more than 25 years has operated in the international field as an exporter, has now entered the import field, John W. White, president, has announced. "We propose to use our world-wide organization as the basis for conducting a general import business," Mr. White said. "The company is well fitted to carry on this type of trade because of its long international experience." Mr. White disclosed that Hampton C. Marsh had been appointed manager of the new import department.

Bethlehem to Develop Venezuela Iron Mines

The formation of the Iron Mines Co. of Venezuela for the development of iron ore deposits in the state of Bolivar has been announced by the Bethlehem Steel Corp. The new company has obtained 16 concessions from which it expects to produce 2,000,000 tons of iron ore annually, following extensive construction operations that will cost \$35,000,000.

Continental Can Forms Export Unit

Continental Overseas Corp., a separate subsidiary, has been formed by the Continental Can Co. to act as agent and representative for the company and its subsidiaries in all foreign countries, except Canada and Cuba. Officers of the new unit are Carle C. Conway, president; Sherlock McKewen, vice president and general manager.

Chicago Area Reports Increased Trade With Several Latin American Countries

Chicago area trade with Latin America has been increasing over the last few months, according to Harry Salinger, vice president of the First National Bank of Chicago, in charge of foreign banking. This bank's export collections and letters of credit for imports are running substantially ahead of a year ago, he stated, recently, when the bank released a new edition of a pamphlet dealing with credit, economic and exchange conditions in Latin American countries.

"Latin America is in pretty fair shape financially, with plenty of dollar exchange," said Mr. Salinger. "This is particularly true both in Brazil and Argentina which have both

Nelson Sees Need for Wider Exports Of Capital Goods in Post-War Period

Sons of Moby Dick!

VALPARAISO—The peaceful little fishing colony at Quintay Cove, a short distance from this Chilean seaport, is on its way to becoming the New Bedford of South America. What is reputed to be the most modern whaling station and conversion plant south of the Rio Grande is nearing completion at Quintay, and by the end of the year should be converting the mammoth sons and daughters of Moby Dick into ambergris, fertilizer and a score of other products useful to man.

Officials of *La Compania Industrial*, builders and operators of the station and plant, believe that the Quintay Cove installation will make Chile one of the chief whaling-countries of the world, and estimate a production of whale-derivatives totalling thousands of tons a year.

First Quarter Exports Show 41% Gain

Exports of merchandise from the United States during the first three months of 1944, valued at \$3,437,000,000, exceeded by 41 per cent the corresponding total of \$2,438,000,000 for the first quarter of 1943, according to figures released by the Bureau of Census, Department of Commerce. Export totals include lend-lease shipments, but exclude shipments to the United States armed forces abroad.

Export markets for capital goods which this country is now equipped to turn out must be found if the nation is to enjoy post-war prosperity, Donald M. Nelson, chairman of the War Production Board, told the House Post-War Planning Committee recently.

Asserting that the nation must be prepared to think in expansionist terms so far as its economy is concerned, Mr. Nelson said:

"We cannot shrink from a 1944 economy back to a 1939 or 1940 position."

He told the committee that, in order to maintain an economy based on a national income of between \$120,000,000,000 and \$140,000,000,000, the output of agriculture, consumers, durable and non-durable goods, and capital goods such as locomotives, machine tools and power equipment, etc., must all be maintained at high levels.

"There seems little possibility that agriculture will be able to keep up with the demand for foodstuffs for some time after the war," Mr. Nelson continued. "There is every indication also that the existing pent-up demand for consumer goods of all types will be sufficient to keep the nation's producers operating at peak levels."

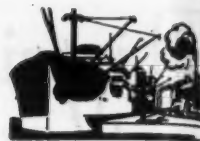
"But the place where a great deal of thinking must be done is in capital goods. Unless we can develop a broad export market for capital goods I don't see the opportunity for them to be prosperous. We've got to have them in a healthy condition if the entire economy is to be prosperous."

Mr. Nelson added that he believed that the world would furnish a ready market for this country's capital goods output if the means can be found by which the foreign nations can pay for their purchases.

Asked by the committee for his solution to the problem of post-war exports of capital goods, Mr. Nelson said he had worked out a program which he would be glad to submit in executive session.

Concerning the Government's part in post-war planning, the WPB chairman said he believed every effort should be made to encourage industry to use its ingenuity in developing its post-war production plants. The Government's part, he said, should be confined to giving aid and counsel.

Waterways and Terminals...



Port Authorities Ask Cost Survey To Determine Pacific Coast Rates

Adoption of a resolution asking the U. S. Maritime Commission to join in making a comprehensive cost survey to arrive at a determination of rates which will be productive of revenue sufficient to permit Pacific Coast ports properly to maintain operations, featured the recent conference of the California Assn. of Port Authorities.

M. D. McCarl, Oakland, chairman, traffic committee, reported that the item of wharfage is a subject which particularly requires adjustment if there is ever to be any semblance of uniformity among Pacific Coast ports. Mr. McCarl presented a general comparison of present wharfage rates to indicate the present inequalities:

	Cal. Ports	Northwest Ports
Coastwise	15¢ per ton	50¢ per ton
Foreign	25¢ per ton	50¢ per ton

Touching on the subject of absorption by railroad companies on trans-continental import and export shipments, Mr. McCarl reported that as a result of various meetings between association committeemen and representatives of the rail lines, the latter are now giving serious consideration to increasing their absorption to 50 per cent of the rates named in the published tariffs, as is being done in Pacific Northwest ports by the trans-continental lines serving those ports.

Mr. McCarl pointed out that the present absorption in California ports now is only 7c. per ton whereas 25c. per ton is absorbed in Pacific Northwest ports.

He also urged early elimination of the discrimination now existing in carloading and unloading rates. Pointing out that some parties are now being paid on a cost-plus basis by reason of contractual arrangements with Governmental agencies, while members of the California Assn. of Port Authorities, who operate under published tariffs, perform such services at tariff rates.

"By reason of absorptions being made by the War Shipping Administration at certain ports," Mr. McCarl said, "railroad companies, etc., paying for carloading and unloading services at such ports are being billed at lower rates than apply when shipments are routed via competing ports.

A. M. Rosenfeld, vice-president of the Los Angeles Board of Harbor Commissioners, was elected president for the 1944-45 fiscal year. Other new officers are: vice-president, Thomas Coakley, San Francisco Board of Harbor Commissioners; secretary, John L. Kelly, vice-president, Long Beach Board of Harbor Commissioners; treasurer, Fred D. Parr, San Fran-

New Package Freighter Planned for Lake Trade

Plans for a container cargo ship, designed to aid in the revival of package freight trade on the Great Lakes after the war, have been announced by the Leatham D. Smith Shipbuilding Co., Sturgeon Bay, Wis. The new vessel, for which a patent has been requested, would have three container holds and one for carrying such materials as steel rails and lumber.

Steel freight containers would have a capacity of 10 tons each and could be lifted aboard or ashore at various ports, to cut down stevedore work and limit the time of the ship in port, a handicap to profitable operations of package freighters whose season on the lakes is limited to eight or nine months of the year.

The cost of handling the freight on this new type vessel would be reduced from an average of \$1.20 a ton to as low as 15c., it was estimated. It is said that over 50c. of every dollar in the package freight trade in the past has gone for stevedoring. (Kline.)

cisco, president, Parr-Richmond Terminal Corp.

Attending the conference were 21 harbor commission officials representing the port authorities of Los Angeles, Long Beach, San Diego, San Francisco, Oakland and Stockton, and six representatives of Howard Terminal Corp., Encinal Terminal Co., Parr-Richmond Terminal Corp., Marine Terminal Assn., and Outer Harbor Dock and Wharf Co. (Herr)

Mississippi Barge Men Win Paid Leave

The National War Labor Board today directed an increase in paid leave for about 700 Mississippi River barge workers to compensate for the long hours in the industry. The Board directed that the men, who work on continuous schedules throughout the year, be granted 105 days of paid leave with the provision that if they are required to work on leave days they are to receive double time for hours worked.

The unlicensed personnel had received about 72 days of leave while the licensed personnel had received about 84 days of leave. The Board equalized the number of days to be received by both groups.

The following companies operate the lines affected by the order: American Barge Lines, Federal Barge Lines, Campbell Transportation Co., Mississippi Valley Barge Lines, and the Union Barge Lines. (Kruckman)

Thompson Heads Barge Line Group

At the initial meeting of the newly organized American Waterways Operators, Inc., Chester C. Thompson of St. Louis was elected president. Henry T. Debardeleben of New Orleans was named chairman of the board.

The organization is a nation-wide group of barge-line operators on inland waterways. Offices are expected to be opened in Washington about Aug. 1 and regional offices will be maintained in Pittsburgh, St. Louis, New Orleans, New York, Jacksonville, Seattle and San Francisco.

Survey Into Future of Merchant Marine To Be Undertaken by Harvard for Gov't.

An \$85,000 nonpartisan survey into the future of the merchant marine has been contracted through joint action of the Maritime Commission and the Navy Department. The Harvard Business School will undertake the survey, which was originally suggested by Representative Bland (D., Va.), chairman of the House merchant marine and fisheries committee.

The main purpose in having such a group make this survey is to keep the results completely free of any influence which a government or industry group studying this subject might exert. Maritime officials said

the study does not overlap that of the agency's planning committee, which for months has been investigating all phases of ship needs and operations.

Emphasis in the survey will be placed on facts necessary for the development of a program for maintenance of post-war shipbuilding capacity, and the post-war shipping industry, and recommendations on which to base such a program.

The survey which will be financed by the two interested government agencies by equal contributions of \$42,500, is expected to get under way in the very near future. One sugges-

tion that has been made in line with this whole problem proposes that yards maintaining the best construction records in the war be continued in peacetime at the expense of the government if necessary.

Ore Fleet's Capacity Is 2,940,090 Tons

American steamship companies on the Great Lakes are now operating 41 ships owned by the War Shipping Administration, all of which were transferred to the government by companies last year when they took title to 16 new freighters built by the Maritime Commission for the ore trade, according to a recent report on the Great Lakes ore fleet, compiled by C. C. Lindeman, statistician for the M. A. Hanna Co., Cleveland, O.

The trip capacity of the current fleet is estimated as 2,940,090 gross tons. The 41 government ships, all slated for scrapping at the end of the war, have a capacity of 268,340 tons, indicating the fleet's trip capacity for ore will be 2,671,750 tons. The 2,940,090 ton trip capacity (counting the WSA vessels) compared with 2,865,090 capacity on June 15, 1943. (Kline)

New Steamship Firm Formed in Seattle

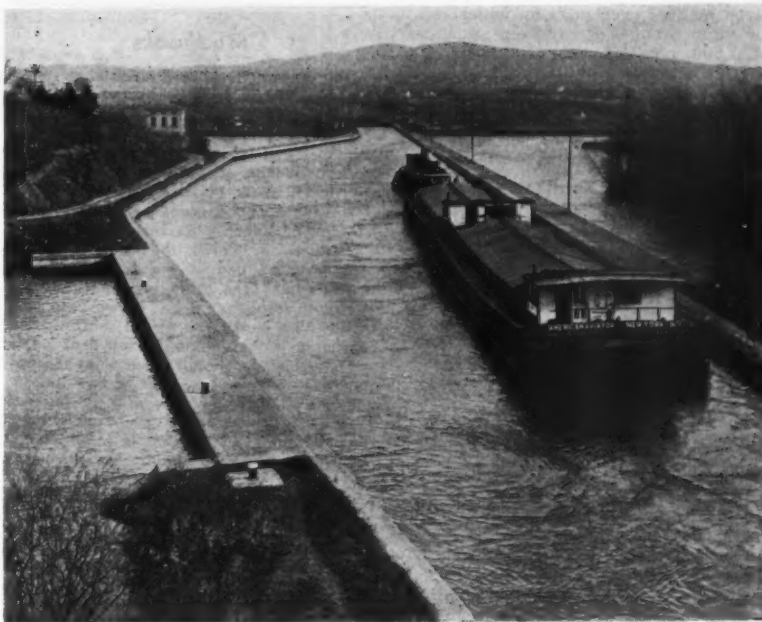
The Far East Steamship Co., Inc., has been organized at Seattle, Wash., to operate a fleet of cargo vessels from Seattle and other upper Pacific ports to the Orient. John Cormode, former vice-president of the American Mail Line is president of this new company. Capitalization is set at \$500,000 to be expanded later to at least a million with the ushering in of post-war shipping. While headquarters will be at Seattle, other offices will be maintained at Pacific coast ports and in Chicago and New York, as well as Victoria and Vancouver, Canada. Initial operations will be with freight vessels purchased as soon as available, which will make calls at leading shipping centers of Puget Sound, Grays Harbor in Western Washington, British Columbia, China, the Philippines, and East Indies. Charles B. Smith, a grandson of the late Capt. Charles McDonald, bringing one of the first deep-sea vessels to Seattle in the 1850's, has been named vice-president as well as secretary and treasurer of the new company, while Don B. Shields, long familiar with the Orient and with traffic management problems, has been named vice-president in charge of traffic. (Litteljohn)

Naval Architect Buys Out Partners

The partnership of Otten, Liskey and Rhodes, naval architects and marine engineers, Washington, D. C., was dissolved on July 1 last.

Ernest Liskey, Jr., who bought the interests of the other partners will continue the business of the old firm under the name of Ernest Liskey and Associates.

The new firm is reported engaged in doing work for the Government.



New York State Barge Canal

Water Routes and Harbors

What do we propose to do with our harbors and waterways after the war? What can we do to increase their value and usefulness? How can our piers and terminals be improved to fit the needs of post-war shipping? All these questions must be considered if water transportation is to be rendered on a sound and efficient basis.

By L. W. BYRNE

Assistant Traffic Manager
Department of Port Development
The Port of New York Authority

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WE can well be proud of the job our ports are doing in fighting this war. If permitted to discuss the subject, I am sure you would be amazed and proud to learn of the vital part played by New York harbor in the war effort. Suffice it to say, it is handling more traffic during the present war emergency than any other port in the world.

Albany, which became a deep sea harbor only a few years ago, was rapidly coming to the fore when it was taken over by the Federal authorities as a war emergency measure. No other port in the country can compare with Buffalo and its grain traffic, and Oswego with its excellent harbor facilities will undoubtedly share to a greater extent in post-war transportation activities on the Great Lakes. All of these ports are linked together by the Hudson River and the New York State Canal, one of the finest waterways in the country.

I sometimes wonder whether people of the Empire State really appreciate

the value and importance of the New York State Canal System. It is freely conceded that the old Erie Canal during the early part of the last century was an important factor in the development of the State and the cities and towns along its route. While its influence was later eclipsed to a large extent by the coming of the railroads, it is still carrying a large volume of traffic between the Atlantic and the Great Lakes. It is one of the three major all-water routes from the seaboard to the midwest. The others are the Mississippi-Illinois River System reaching from the Gulf to Lake Michigan, and the St. Lawrence River and its canals. Both of these waterways are highly competitive with that of our own State Canal and their significant value as arteries of transportation is indicated by the fact that New Orleans is located on one and Montreal on the other.

The New York State Canal System is a highly developed waterway open for navigation for approximately

seven months each year on which motor-ships capable of carrying as much as 1,800 tons of cargo operate on regular schedules shuttling back and forth between the Atlantic Seaboard and the Great Lakes.

Transportation Costs

How many of us realize that by far the greater part of the gasoline, fuel oil, coal, and building materials which we use, are invariably routed over our waterways. Of more importance, is the fact that the availability of the water carrier services has a salutary effect in controlling the level of railroad freight rates throughout this area, and the mere competitive existence of the canal system saves millions of dollars in transportation costs to the people of the State of New York.

Since Pearl Harbor, the federal government has been using our waterways for much important traffic. The armed services in particular have shipped hundreds of landing craft from Great Lakes shipyards to the Atlantic for overseas destinations by way of the State Canal.

One of the important commodities used in the war effort is sulphur, most of which originates in Texas. Prior to Pearl Harbor this sulphur was shipped by vessel to New York. However, with the advent of the submarine in our coastal water and the loss of a number of ships, this traffic was diverted and moved by barge along the Gulf Intracoastal Canal and up the Mississippi River to Chicago. Thence it was trans-shipped on lake carriers to Buffalo and by barge down the State Canal, to be manufactured into sulphuric acid and high explosives. While this may seem like a round-about routing, the fact remains that if it was not for the availability of these waterways, many railroad cars would have had to be diverted from the transportation of other vital war traffic for this purpose.

In the same manner, with the quick growth of our airplane industry, bauxite ore, which is the basic commodity used in the manufacture of aluminum, is shipped in barges up the Hudson River and State Canal to plants on the lower Gulf of St. Lawrence.

Canadian Link

Within the last month press reports mentioned that the Canadian Government is making a survey of the Richelieu River and Chambly Canal route which connects the Northern reaches of Lake Champlain with the Gulf of St. Lawrence, not far from the ports of Montreal, Sorel, Three Rivers, and Quebec. While there is now a minimum 12-ft. navigable depth between the Hudson River and Lake Champlain, the Canadian link to the Gulf of St. Lawrence is limited to 6 ft. in the Chambly Canal. Obviously, the 6-ft. limitation is uneconomic and effectually bars the route to motor-ships or barges now operating on the New York State Canal System. If this Canadian section is improved and deepened to conform to the present 12-ft. depth on our State Canal it will open up an entirely new artery of transportation between the

Mudhooks

The anchor, traditional insignia of safety and security in any country, was a Greek invention. The Greeks probably had a word for it, but our sailors simply refer to it as a mudhook and let it go at that.

Early anchors consisted of stones, baskets of stones, sacks of sand and hollow logs filled with sand. As ships grew in size, more stable and effective anchors were required.

Early in the 1900's, the stockless anchor was invented and is the type commonly used today. The chain and shank of the modern anchor can be drawn into the hawse-pipe in the hull of the ship and the anchor need not be hoisted on deck. This new type of anchor gives our ships the appearance of wearing a pair of bow ties.

Liberty ship anchors weigh 8,400 lb. and each ship is equipped with a pair. Attached to the port anchor is 135 fathoms, or 810 ft. of heavy chain. The starboard anchor has 75 fathoms, or 450 ft. of chain. Total weight of the two chains is 53,305 lb. The mudhooks have a job to do.—"Ships."

Atlantic Ocean and lower Gulf of St. Lawrence.

Inquiry among shippers has developed that there are a number of commodities such as newsprint, molasses, sulphur, heavy chemicals, petroleum liquids, etc., that would be attracted to this route. Incidentally, if the Richelieu-Chambly route were available, all of the bauxite traffic mentioned could have been shipped directly from New York to the Gulf of St. Lawrence ports in half the time now required to move it. However, the improvement of the Richelieu River and Chambly Canal is one which only the Canadian Government can decide upon and probably will not be undertaken except as a post-war project. We on this side of the border who have studied the proposal, feel that the cost of the improvement would be fully justified by the new traffic that will be developed by this extension of the present New York State Canal System.

Value of Waterways

While I have mentioned some of our leading ports, there are a number of other harbors and communities located on the State Canal, Hudson River and Long Island Sound, all of which utilize these waterways as arteries of cheap and efficient transportation. It is undeniable that the availability of the cheaper water transportation has influenced the location of business and industries in this State. And it is no accident that so many manufacturing plants will be found in the vicinity or immediately adjacent to our ports. Water transportation has enabled our manufacturers to widen the range of their markets in areas which would otherwise be denied them if compelled to ship by rail.

Post-War Questions

Now come the questions which should be uppermost in our minds—what do we propose to do with our harbors and waterways after the

war? What can we do to increase their value and usefulness? What about our terminals—how can they be improved to fit the needs of post-war shipping? All these questions must be considered carefully if water transportation service is to be rendered on a sound and efficient basis.

Some weeks ago the Department of Marine and Aviation of the City of New York sent out a very comprehensive questionnaire to every terminal operator, steamship line, towboat and barge operator, stevedore contractor and representative of allied transportation interests. This questionnaire contained many queries.

For instance, it asked in what manner should the present piers be changed to suit the post-war type of ship and its cargo. Other questions asked whether one or two-story pier sheds should be provided and whether or not the roof of such a facility should be designed for use by helicopters; what sort of mechanical equipment is favored for the handling of cargo; and in view of the anticipated expansion in trucked freight, how should such deliveries be handled on the piers. These are just a few of the questions, but after the answers have been compiled the city administration should be able to determine what changes or improvements in terminal facilities are desirable and will be required by ocean carriers after the war.

Current Improvements

As a step in making harbor terminals more useful, the State on May 1st of this year turned over to the Port of New York Authority the Columbia Street Terminal in Brooklyn, N. Y. This facility was constructed 20 years ago for the handling of grain and canal traffic. It was badly in need of rehabilitation and lacked certain obvious improvements.

The Port Authority is therefore spending a million dollars advanced by the State in reconstructing this terminal so that it will be ready to handle the large volume of grain which it is expected will be shipped abroad, particularly to European countries, as soon as peace is declared.

One of the major items in this program is the construction of a new grain gallery to permit delivery direct from the elevator into the ocean carriers' hold.

Railroad Obstacles

There is still doubt in the minds of many of us as to what is going to happen to our coastwise and inter-coastal services after the war. We do know that the railroads are putting obstacles in the way of the resumption of such services. Only recently I had occasion to appear in Washington before the Interstate Commerce Commission and support the plea of one of our former coastwise lines to be permitted to resume operations between New York and the Texas ports.

The railroads at that hearing contended that they have proved their ability to handle all of the traffic moving between the Eastern and Gulf State during the war emergency and

(Continued on page 82)

ELECTRIC PROTECTION against FIRE • BURGLARY • HOLDUP

Aero Automatic Fire Alarm

Sprinkler Supervisory and
Waterflow Alarm Service

Watchman Supervisory and
Manual Fire Alarm Service

Burglar Alarm—Holdup Alarm



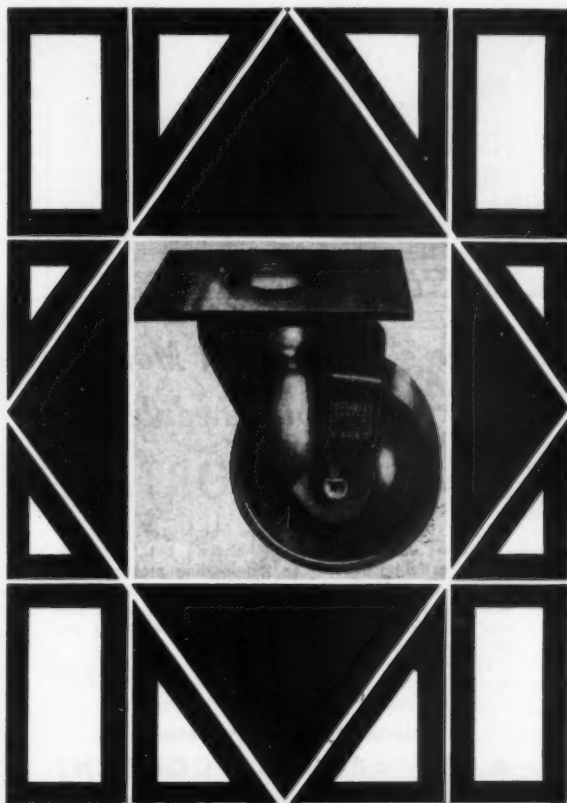
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Darnell Dependability assures savings, service, safety, speed. A caster or wheel for every use.

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Equipment — Services — Supplies

Classified Index to General Advertisers of Equipment, Services and Supplies for Shippers, Carriers and Warehousemen

AIR EXPRESS

Air Transport Association of America	35
American Airlines, Inc.	33

ALARMS (Fire)

American District Telegraph Company	47
-------------------------------------	----

BAGS (Caster)

Bearse Manufacturing Company	51
------------------------------	----

BARREL TRUCKS (Hand)

Sabin Machine Company	52
West Bend Equipment Corp.	52

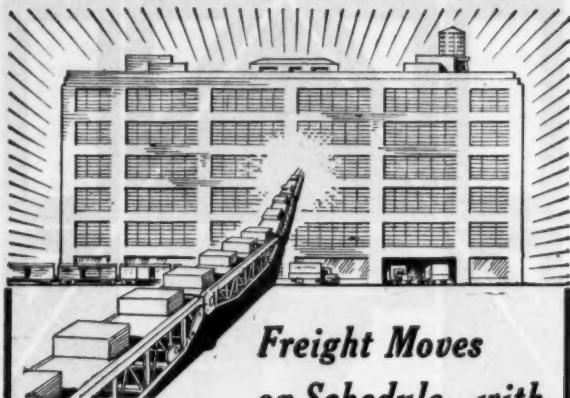
BATTERIES (Storage)

Edison Stge. Battery Div. Thomas A. Edison, Inc.	48
Electric Storage Battery Company	25
Philco Corp. Stge. Battery Div.	29

BODIES (Truck & Trailer)

Gerstenslager Company	39
Herman Body Company	7

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48—D and W, August, 1944

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Lockheed Aircraft Corporation 17 to 2

CASTERS (Truck)

Darnell Corporation, Limited 4
Nutting Truck & Caster Company 2
Thomas Truck & Caster Company 2

CLOCKS (Time & Watchmen's)

American District Telegraph Company 4

CONVEYORS (Gravity)

Filter Paper Company (Conveyor Equipment Div.) 4

CONVEYORS (Portable or Stationary)

Farquhar Company, A. B. 4
Filter Paper Company (Conveyor Equipment Div.) 4
Haiss Manufacturing Co., Inc., Geo. 4
Mercer-Robinson Company, Inc. 4

Soot Destroyer

By means of a new powdered chemical soot destroyer, manufacturing plants are offered a method of cutting fuel waste and saving time in the removal of soot deposits.

The S. & E. soot destroyer, it is claimed, when brought into contact with extreme heat (such as the fire bed of a boiler or the focal point of the flame on an oil burner) releases billows of gases which immediately settle on the soot in the boiler, flues and chimney, whereupon combustion takes place, resulting in the disappearance of the soot. Nothing is left, it is said, except a fine white, harmless residue ash.

Manufacturers of this new material state there is nothing harmful in any way to the equipment in which it is used, and that when the treatment described above is given twice a month (at a cost of approximately 60c. per treatment) the plant will be kept free of soot deposits and can be operated at increased efficiency, with lower fuel consumption.

S. & E. Chemical Co., of 5946 W. Belmont Ave., Chicago 34, Ill., is the manufacturer and distributor of S. & E. soot destroyer.

Hydraulic Accumulator

Many new applications of hydraulics in the machine tool, automotive, railroad and marine fields have been opened with the release of a revolutionary type, low cost hydraulic accumulator, formerly available for aircraft exclusively. Because of the tremendous size and high cost of previously available industrial type accumulators, it is said, the advantages of hydraulic actuation were denied to many types of presses, riveters, hoists, elevators, marine steering gear, brakes, and especially, portable equipment.

A new accumulator, manufactured by Greer Products

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CONVEYORS**

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COVERS (Piano & Refrigerator)

Bearse Manufacturing Company	51
New Haven Quilt & Pad Company	110

CRANES (Industrial Truck)

Baker-Raulang Company	1
Hyster Company	27
Jaeger Machine Company	35
Mercer-Robinson Company, Inc.	49

DECALS

Meyercord Company	4
-------------------------	---

DOLLIES

Nutting Truck & Caster Company	53
Thomas Truck & Caster Company	53

DOOR OPENER (Box Car)

Mining Safety Device Company	49
------------------------------------	----

Corp., 39 W. 60 St., New York 23, N. Y., consists simply of a one-piece seamless steel shell, without welds or joints, containing a completely enclosed one-piece synthetic rubber bladder having an integrally molded air valve. Full details are available from the manufacturer.

Floor Resistant Solution

A new oil, acid, chemical and grease resistant floor has been announced by the Flexrock Co., Filbert and Chestnut Sts., Philadelphia 4, Pa., known as "Awog."

An "Awog" floor, according to the Flexrock Co. is a "concrete mortar—cement, sand, stone—in specified proportions, with 'Awog' Solution added to the mixing water in designated proportion. 'Awog' chemical solution, added in prescribed proportions to the gauge water, causes the mix (sand, cement and stone) to form a denser mass, closing the pores and greatly reducing voids.

"After it is laid and set, the surface of this 'Awog'-mixed concrete is given two treatments with 'Awog' S-V-F (surface void filler) dissolved in water in prescribed proportions.

"When dissolved in water 'Awog' S-V-F is clear in color and of water-like appearance. The application creates a physical and chemical action in the surface of the concrete, which renders it still denser and more impervious."

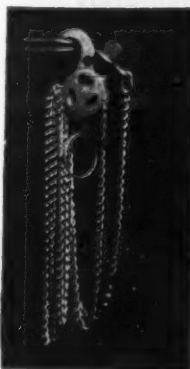
Multi-Socket Wrench

Having the same approximate dimensions as a single socket wrench and with very little additional weight, the new "Tesco" multi-socket wrench, it is said, automatically accommodates No. 10 standard, No. 12 standard, 1/4-in. standard and light, and 5/16-in. light hexagon nuts. Merely by pressing the wrench over any of the three sizes of nuts, it is said, automatically selects the proper nested hexagonal tube suited to that particular nut.

The "Tesco" socket wrench is said to be specifically designed for heavy duty service, making it excellent for fac-

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CAR DOOR OPENER
PROTECTS LIFE & LIMBS**

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or mashed fingers
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- No "gangs" needed
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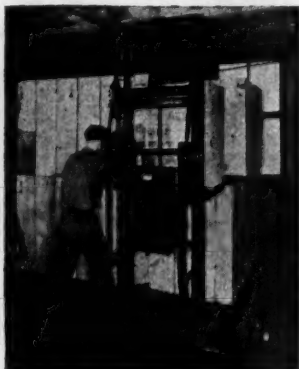
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Goods easily broken can be handled safely and expeditiously by REVOLVATOR (Reg. U. S. Pat. Off.) mechanical men. Only one live man is needed to place bulky and heavy cases on platform from hand or lift truck, raise to desired height by turning a crank or pushing a button, revolve base 90 degrees, and slide case on rollers gently into place. Saves manpower, time and storage space, for with REVOLVATOR you can pile clear to ceiling.



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There's a REVOLVATOR to fit your own requirements as to type of load, height and weight to be lifted, etc. Let us send you our new Bulletin No. 139, with 57 illustrations of REVOLVATOR installations.

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Address

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---------------------------------	----

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Flexrock Company	50
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FORK TRUCKS

Baker-Raulang Company	1
Hyster Company	27

FREIGHT TERMINALS

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------------------------------------	------------

JACKS (Lift)

Nutting Truck & Caster Company	53
Thomas Truck & Caster Company	53

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Revolver Company	50
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Dillner Transfer Company, W. J.	Front Cover
---------------------------------	-------------

MATERIALS (Ind. Bldg. Maintenance)

Flexrock Company	50
Horn Company, A. C.	6

MESSAGE CONVEYORS

Sedgwick Machine Works	51
------------------------	----

tory production or servicing work of any kind. Its design is such that any stress incident to turning a nut is transferred to the outer hardened-steel casing. It is also designed to provide a clearance through the barrel for studs up to 5½-in. length, thus making it suitable for turning nuts on long studs. Both handle and barrel have moulded insulation capable, it is said, of withstanding a dielectric test for one minute at 5,000 volts RMS.

Diesel Oil Filters

Briggs Clarifier Co., Washington 7, D. C., announces an improved standard line of round tank fuel oil filters for Diesel engines. New models have been added to broaden the application of Briggs fuel oil clarifiers so that flow capacities range up to 500 g.p.h.

Maximum working pressures and hydrostatic test pressures have been established to meet specific demands of the application. For small high speed Diesel engines where pressures sometimes run well above 50 p.s.i., the clarifier is designed for maximum working pressure of 100 p.s.i. and is hydrostatically tested at 150 p.s.i. For large, heavy-duty Diesels where pressure is usually between 15 and 25 lb., the clarifier is designed for a maximum working pressure of 40 p.s.i. and hydrostatically tested at 60 p.s.i. Pressure drop across the refills ranges from 0 to 5 p.s.i. on all models.

Manufacture of these standard units has been worked out in every detail and assembly tools designed to assure a uniform finished product. Covers and cover gaskets will be interchangeable in the various sizes . . . spare gaskets may be ordered with bolt holes already punched. Gaskets are made of improved "Corprene," a mixture of cork and synthetic rubber . . . exhaustive tests have proved this to be the most resilient and permanent gasket material obtainable.

Provision is made for registering pressure differential across the refill cartridges by installing one gauge in the upper compartment of the tank and another in the lower compartment. A glance tells the operator the exact pressure differential and when to change refills, it is said.

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of the careful, thoughtful, responsible handler of household goods, is

MASTERCRAFT FURNITURE LOADING PADS and VAN EQUIPMENT



for THEY ARE DESIGNED FROM A PRACTICAL VIEW-POINT AND CONSTRUCTED SO DURABLY AS TO INSURE THE UTMOST IN ECONOMY.

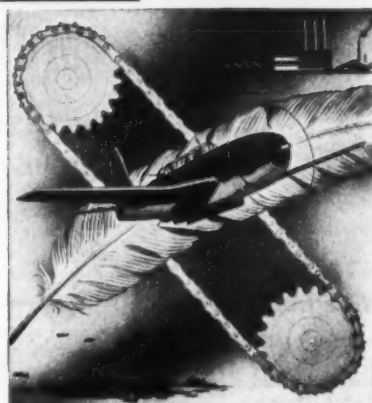
Write today for prices on Mastercraft furniture pads, protective covers, refrigerator pads, floor runners and carrying straps.

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Incorporated 1921

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Sedgwick Roto Drive is used on carrier airplane elevators; on ammunition hoists, food lifts, passenger and freight elevators on hundreds of ships serving all over the world. It has many advantages:

1. Load lifting capacity is unlimited. It can lift loads weighing well over 100,000 pounds as easily as loads of one pound or less, on land or sea.
2. With Roto Drive the car or load-lifting platform cannot travel beyond a predetermined point and can be installed in tight places where there is a minimum of overhead and/or pit clearance.
3. Roto Drive operates with a smaller output of power, effectively reducing costs by having gravity and the load assist in starting.

If your problems—present or past—include questions of how to lift loads safely, surely, economically Sedgwick Roto Drive may be the answer.

"Men Who Know Are Sold on Sedgwick"

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New Haven Quilt & Pad Company..... 110

RACKS (Storage)

West Bend Equipment Corp..... 52

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Gerstenslager Company 39
Herman Body Company..... 7

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MARSH

HEBARD SHOP MULES

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TOUGHEST
USAGE!**

★ INTERNATIONAL ★ HARVESTER POWERED

A3 Victory Model Midget Shop Mule pictured, darts in and around work places with amazing agility. Short 66" turning radius. Width, 40" O.A. Height over steering wheel 54". Descriptive Bulletins, information and



A3 MIDGET
VICTORY MODEL

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SERVICE
AVAILABLE FROM
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INDUSTRIAL DEALERS
EVERYWHERE**

W. F. HEBARD & CO.

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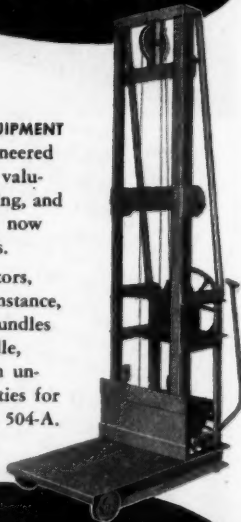


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WELD-BILT MATERIALS HANDLING EQUIPMENT in standard types or custom-engineered to your special needs—can add valuable hours to your loading, unloading, and handling operations . . . hours now lost in slower handling methods.

Weld-Bilt Portable Electric Elevators, telescopic or hinged types, for instance, make short work of high-stacked bundles in cars or storage. Easy to handle, fast, safe, they are available in an unlimited variety of types and capacities for all needs. Write for catalog No. 504-A.

Standard "Weld-Bilt" Hinged
Electric Portable Elevator.



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PRODUCTS

WEST BEND EQUIPMENT CORP.

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With this amazing truck one man can easily pick up and transfer up to 800 lb. drum or barrel loads. No helpers needed! The EXCLUSIVE THIRD-WHEEL FEATURE is an outstanding advantage you should investigate.

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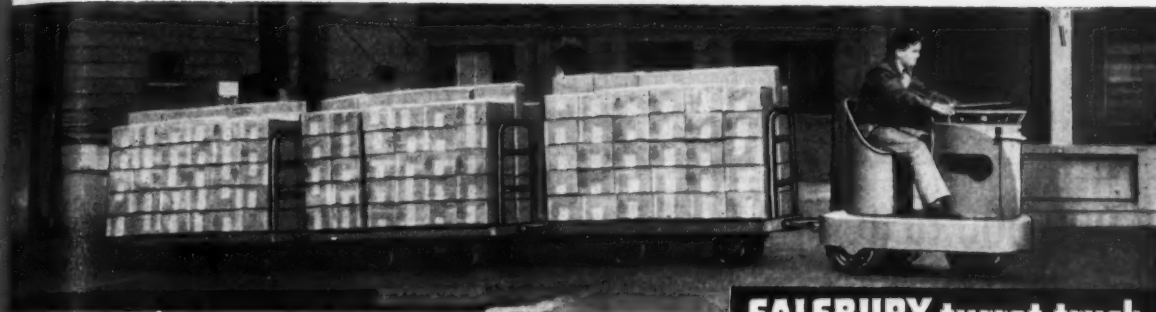
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Ideal for

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With the Salsbury Turret Truck (Tractor Type) you can roll up a 15% grade ramp with a ton trailer load. It will pull 4,000 lbs. up a 10% grade; 8,000 lbs. up a 5% grade; up to 12,000 lb. trailer load on smooth, level surface. The Salsbury automatic clutch and transmission give you unequalled maneuverability on ramps. Gear ratio changes automatically as required by load and speed—no gears to shift. Just feed the gas and it goes! Low in price—economical—made in 3 types. Send for literature.

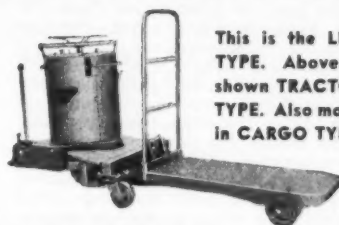
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Makers of a complete line of Nutting Floor Trucks, Wheels and Casters



This is the LIFT TYPE. Above is shown TRACTOR TYPE. Also made in CARGO TYPE.

FLOOR TRUCK LEADERSHIP SINCE 1891



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TRUCKS, SPECIAL (Hand)

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TRUCKS, STEVEDORE

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Orangeville Manufacturing Company 40
Thomas Truck & Caster Company 53
West Bend Equipment Corp. 52

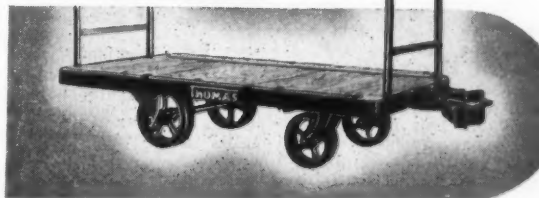
WATERPROOF RESURFACER

Horn Company, A. C. 6

WHEELS (Industrial Truck)

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Nutting Truck & Caster Company 53
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THOMAS TRUCK of Keokuk



THOMAS MAKES



4 WHEEL TRUCKS



2 WHEEL TRUCKS



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RUBBER WHEELS

The "General" Heavy Duty Trailer

- Capacity: 4000-5000 lbs.
- Deck: Seasoned 1" hardwood
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- Coupling: Fast safe, automatic, or manual
- Wheels: Spoke type, tread, smooth steel or molded-on rubber
- Bearings: Hyatt, with hardened outer races
- One piece welded steel frame

The "GENERAL" industrial trailer is doing a thousand heavy duty jobs all over the world . . . in freight stations, marine terminals, warehouses, industrial plants . . . wherever a staunch, easy running castor type trailer of time-proved design is needed. Available with standard racks shown, or any one of the 1000 Thomas superstructures. Write for catalog.

THOMAS TRUCK & CASTER CO.

423 MISSISSIPPI RIVER, KEOKUK, IOWA

D and W, August, 1944—53

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Cold Storage...



8,000,000 cu. ft. of Added Space May Ease Cold Storage Situation

Cold storage capacity for food is expected to increase within the next few months sufficiently to care for anticipated requirements, the Office of War Information reported recently on the basis of information from the War Food Administration, Foreign Economic Administration and other agencies. The situation, however, will depend largely on the progress of the war and the orderly movement of commodities from this country to our armed forces and our fighting allies. Disruptions in shipping to the fighting fronts, droughts and unseasonal slaughtering of cattle and hogs could precipitate a crisis in storage despite the availability of new space, WFA said.

The crisis in food storage reached a peak recently with the heavy into-storage movement of eggs. The volume of food in cold storage is expected to reach another high point later in the summer or in early fall, but by then most of the 8,000,000 cu. ft. of new storage space to be made available this year should be ready for use. Full effect of the restrictions on storage ordered earlier this year also should be felt by the time the fall harvests are streaming into the nation's cold storage warehouses, WFA said.

The outlook for storage, according to WFA, is:

1. The freezer peak, reached the first of March when more food was in this type of storage than at any previous time in the nation's history, probably will not be exceeded again this year, unless severe droughts in late summer precipitate unseasonal slaughtering of cattle and hogs or the shipping situation deteriorates.

2. Cooler occupancy, now at a record-breaking level, is expected to remain high throughout the summer and early fall. The degree of congestion will depend upon the shipping situation and, in the fall, upon the size of the apple crop.

3. Dry storage facilities, ample for all foods, have not presented an acute problem at any time. Dry storage facilities can be kept in a more flexible state owing to the easy convertibility of most sound, dry buildings to dry storage purposes.

The 8,000,000 cu. ft. of new storage space, roughly half of which will be financed by the Defense Plant Corp. and half by private capital, will be in addition to approximately 5,000,000 cu. ft. of space to be added to fish-freezing units, packing and food processing concerns, and as small additions to public storage facilities in various parts of the

country. This 5,000,000 cu. ft. is largely "odds and ends," and all privately financed, according to WFA.

Cold storage facilities, now overcrowded in a manner that would not have been believed possible in peacetime, include 138,988,000 cu. ft. in cooler space in public warehouses (commercial establishments in which space may be leased); 101,657,000 cu. ft. of freezer space in public warehouses; 183,447,000 cu. ft. of cooler space in meat-packing plants, private warehouses and apple houses; and 41,373,000 cu. ft. of freezer space in meat-packing and other private houses.

Freezer space is kept at a temperature of 29 deg. F. or lower, and cooler space is held at temperatures ranging between 30 and 50 deg. F. Cooler space is occupied by such foods as shell eggs, fresh vegetables and fruits, cured meats, cheese and certain other dairy products. Broken eggs, earmarked for drying, are an example of the foods that must be housed in freezers. Meats and butter, of course, also occupy large quantities of freezer space.

As of June 1, 1944, the cooler space in public houses was 83 per cent full, although 80 per cent is regarded by the trade as the maximum occupancy, and freezer space was 85 per cent full. Early in the year freezer occupancy reached the all-time high of 92 per cent. Packing plants as of May 1, also were overcrowded, the coolers being 95 per cent full and the

freezers 87 per cent. Apple houses on the other hand, were only 37 per cent occupied, owing to the fact that this was the slack season for these plants.

The 83 per cent cooler occupancy of June 1 was an all-time record, made possible by cooperation of warehousemen and food handlers, WFA said. Private freezer space was 99 per cent full in New England and 98 per cent full on the Pacific Coast.

Boston Facilities 95% Filled

Cold storage facilities at Boston are now utilized to about 95 per cent of capacity, Herbert Farnsworth, treasurer, Quincy Market Cold Storage & Warehouse Co., told a group of more than 100 wholesale food receivers recently at a special meeting in the Boston Fruit and Produce Exchange. There are nearly 11,000,000 lb. more of food in storage this year than last, Mr. Farnsworth said (Wellington).

Chicago Warehouse Changes Ownership

Ownership of the 16-story cold storage warehouse at 345 N. Canal St., Chicago, occupied for years by North American Cold Storage Co., has been transferred by the North Co. to Liberty National Bank, Chicago, for a consideration said to be \$11,000. The bank is understood to have acted as trustee for a group of persons who plan to reorganize North American Cold Storage Co. and continue operation of the property as partnership. (Slawson)

WFA Urges Adoption of New Rate Basis On Returned Empty Wooden Egg Cases

Advocating adoption of the War Food Administration's proposal for a new rate basis on returned empty wooden egg cases, Chas. E. Bowling, chief, transportation rates and services division, marketing facilities branch, WFA, has written to the chairman of the Traffic Executives Assn. requesting further consideration of the proposal before the Committee of Freight Traffic Managers. Copies of the application and supporting statements may be obtained from the WFA.

The proposed rating is Class or Column 37 rating to apply on minimum weight 16,000 lb. subject to Rule 34 within Official Classification Territory and from Official Classification Territory to Western Trunk

Line Territory.

"Should the railroads approve the suggested new basis of rates," Bowling says, "it will stimulate the re-use of wooden egg cases, reduce claims for damages in transit, and ultimately make a direct contribution to the war effort by conservation of essential equipment and supplies."

"Consideration was previously given to the above proposal by the Joint Conference of Official Traffic Lines under File B-91914, and failed of adoption. In view of the material benefit the railroads would derive through its adoption which evidently was overlooked by the Joint Conference, we request that the proposal be given further consideration by the Freight Traffic Managers."

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Specializing in merchandise storage and distribution. Private
Siding 10 car capacity, free switching either Santa Fe or South-
ern Pacific. 6,500 feet handling dock for pool car distribution.
Modern air conditioned offices.**Cold Storage Tight
In Canada**

A tight situation in the matter of cold storage space in Canada seems to be general throughout the country and Montreal circles report that this area is no exception.

One local warehouseman, when queried as to the direct causes of the present situation, intimated that several reasons could be advanced. The tremendous volume of goods available for storage was a major factor but in some sections a labor shortage was also responsible.

The sharp increase in the output of frozen eggs, cheese, pork and bacon products was a contributing factor in overtaxing facilities, he said, and, pointing to the ever-increasing butter output in practically all sections of the Dominion, he indicated that the movement of this production to storage would probably aggravate the situation further.

**New Catalog Out
On Refrigeration**

York Corp., York, Pa., has issued a new catalog of accessories and supplies for refrigeration and air conditioning plants.

The book is designed to give quick, complete "finger-tip" information under the following headings: accessories and supplies, ice cans and air fittings, valves and fittings, oil, cold

**Disposal of Surplus Food Stocks
Reported Already Under Way by WFA**

Disposal of surplus food stocks held by government war agencies is already under way, Lee Marshall, director of distribution for the War Food Administration, stated at the Super Market Institute's annual convention in Chicago recently. A "no dumping" policy is being adhered to, he said, and resale prices are such that taxpayers who bought the food originally, can be certain that their interests are fully protected.

"Recently," Mr. Marshall said, "intensive examinations have been inaugurated with respect to the inventories of all government agencies. All lots of commodities in these inventories for which there is not a definite need will be released for distribution so that when the war ends the trade will not be confronted with surpluses of this sort in addition to reserves

which must be maintained but which, when the war ends, may be released.

"We realize that food once lost for consumption is lost forever. Therefore, as soon as we recognize that a surplus exists we intend to sell it while the selling is good. Normal market trade channels are being used and releases are being made systematically so as not to depress these markets. Where expedient, stocks are being offered to the original processor or vendor. Some of these have assumed that, since they were the original sellers, any sum offered for repurchase would be acceptable. But this is not true. This food was purchased with money supplied by the entire nation. We intend to resell it to the best possible advantage of the entire nation." (Slawson)

New Apple Plant

Methow Valley Growers Service Co., Pateros, Wash., will put up a new apple cold storage warehouse of 144,000 box capacity at an early date. Priorities will permit the new structure to be rushed through. Henry Breigenzer has been appointed contractor. (Litteljohn)

2,200,000 Cases Of Canned Goods

Southern California food processors have mapped a production program calling for delivery to the armed forces, lend-lease and the home consumer market of 2,200,000 cases of canned tomatoes, peaches and apricots this summer and fall, with consummation of the plan depending upon the availability of sufficient labor.

W. E. Beach, president, Southern California Food Processors Assn., and director of the National Cannery Assn., disclosed that the program provides for 1,000,000 cases of tomatoes, 500,000 cases of apricots and 700,000 of peaches. Seventy per cent of the fruits and 54 per cent of the tomatoes canned in Southern California this season, Beach pointed out, must be ear-marked for lend-lease and the armed forces. (Herr)

New Army Whse. In Seattle

A permanent military cold storage plant, with a capacity of 140 car loads of food products has been constructed at 3625 First Ave. S. Seattle, Wash., for lend-lease products. Col. Conrad R. Hardy, Seattle District Engineer was in charge of construction.

One of the largest military cold storage warehouses in the area, the six-unit building was transferred July 1 to the Quartermaster Market Center. Built under Army Engineer con-

tract by Western Construction Co., working on the project line Jan. 13, the 125 x 460-ft. brick-faced building was erected at a cost of \$604,000, complete with two freezer rooms, two variable freezer or cooler rooms, two cooler rooms, and a truck storage battery charging building.

The building is both rodent-proof and fire-proof. Along either side, loading or unloading operations may be handled. Truck platforms have been constructed on the east, and on the west modern unloading platforms will accommodate 10 additional cars standing by. Icing facilities are provided for refrigerator cars.

Warehouse Pool Plan Provides Needed Space

Approximately 370,000 sq. ft. of warehouse storage space have been provided on the Pacific Coast for Government agencies for their wartime needs through operation of the warehouse pool under the ODT, the latter has announced through Col. Leo M. Nicholson, Division of Storage, in direct charge of the plan.

Colonel Nicholson said some of the space was provided by small manufacturing plants with space to spare suitable for non-perishable goods. The floor-space obtained in San Francisco is 125,000 sq. ft.; in Los Angeles 204,500 sq. ft.; and 40,000 sq. ft. in Seattle, Wash. Among the articles for which the additional space was required are canned goods, clothing, building materials, mostly for the use

of the Army and Navy in war theatres. (Gidlow)

More Cargo Space For Frozen Foods

In California shipping circles there is talk of an anticipated greatly increased demand by shippers for refrigerated space in intercoastal and offshore steamship bottoms as a result of the big expansion in output of quick-frozen foods in this state and in the Pacific Northwest during the past few years. One impetus to the quick-freezing operations has been the shortage of tin and related containers for packing of fruits and vegetables, with the result that many Coast processors have installed increased facilities for quick freezing. Even greater expansion is expected after the war.

In the past, it was the intercoastal and coastwise steamships that moved most of the canned and dried food packs. Steamship people and quick freezing operators anticipate that the same facilities will be called on to handle the quick-frozen foods, with the change that refrigerated space suitable for such products will be a necessity, both in moving the goods to eastern points and for foreign consumption. It is being recommended that steamship companies, in planning for construction or conversion and equipping of vessels for post-war trade take this potential business into consideration. (Gidlow)

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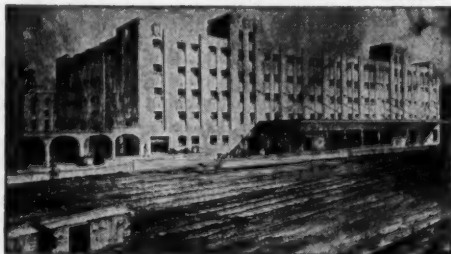
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LEGAL NEWS...

By LEO T. PARKER
Legal Editor

Brief Review

Modern higher courts hold that the doing of something which was merely incidental to an interstate transaction does not constitute "doing business" in the state by a foreign corporation.

For illustration, in *Cugley Incubator Co., v. Franklin*, 142 Pac. (2d) 125, the court held that where a purchaser in one state orders goods from a selling corporation in another state and the goods are shipped into the former state, with a conditional sales contract attached to the bill of lading, the transaction is one in interstate commerce. Therefore, the court held that the foreign corporation was not required to conform to laws of the state regulating firms which "do" business in the state.

In *United States v. Davidson*, 13

Fed. Rep. (2d) 908, it was shown that the United States took over certain warehouses Feb. 24, and the question was whether the state could collect taxes of Jan. 1. The court held that although the state held a valid tax lien it could not maintain the suit without the government's consent.

In *Kelly v. Railway Express Agency, Inc.*, 52 N. E. (2d) 411, Mass., the court held that where doubt exists as to ownership of a motor truck, which effects an injury, the jury must decide whether the company being sued is the true owner.

In *Keeshin Motor Express Co., v. Wagenbach*, 13 Ohio Supp. 17, O., the court held that where a truck driver disobeys a state law he is negligent by law. Here the driver violated a state law which provides that no ve-

hicle shall stop on any road or highway except with the right wheels within one foot of the right-hand side of the improved portion of the highway.

In *Burlington Transp. Co., v. Hathaway*, 12 N. W. (2d) 167, Ia., the court held that common carriers of freight by motor vehicles were entitled to an injunction restraining a labor union from requiring their drivers to refrain from handling merchandise consigned to or from a company with which the union had a labor dispute. This court said that a common carrier owes the duty to receive for transportation and transport any and all persons' property tendered to the carrier for transportation, if the property is such as the carrier holds itself out as willing to transport or usually transports.

In *Montgomery Ward & Co., Inc., v. State*, 175 S. W. (2d) 218, Texas, the higher court held that if a mail order house maintains order offices in a state and customers select merchandise through catalogues from this office on approval these order offices are "stores" within the chain store tax state statute, notwithstanding the fact that the ordered merchandise is shipped from outside the state to such customers.

In *Jacksonville Paper Co., v. Carile*, 15 So. (2d) 443, the court records show that employees of a company loaded one of its trucks and started to

make a delivery. The next time the loaded truck was heard of, it was parked on the highway. It was late in the night and it had no flares or signals to warn the public, and the driver of another automobile ran into it. He brought suit for injuries against the company and recovered a judgment for \$20,000.00 in the higher court.

In *Jones v. International Paper Co.*, 11 So. (2d) 555, it was shown that the index finger of a man was seriously injured while performing his duties as brick and stone mason. He sued for workmen's compensation on the theory that from the accident he has been rendered permanently totally disabled to do work of any reasonable character. The higher court allowed compensation based upon total disability, and said:

"It is equally as well settled that the provisions of the Act establishing a schedule of compensation payments for the loss or loss of use of specific members of the body have no application in cases where total disability results from the loss or serious impairment of a member of a workman who does manual labor for a livelihood."

In *Szabo v. Pennsylvania R. Co.*, 36 Atl. (2d) 8, N. J., the higher court held that failure of an employer to administer medical attention to an employee does not increase the employer's liability. In this case it was shown that a foreman told an employee suffering from the heat to cease working. The employee returned to work twice, and then the foreman had

two other employees take him home where they left him alone. The court refused to hold the employer liable for death of the employee.

In *Armour Transportation Co. v. Pennsylvania Public Utility Commission*, 34 Atl. (2d) 821, Pa., a common carrier filed an application with the Public Service Commission for a certificate to transport household goods. The commission refused to grant the certificate and said that its order was based on interests of the public as distinguished from the carrier's interests.

In *Cabunac v. National Terminals Corp.*, 139 Fed. Rep. (2d) 853, the court held that if an employment contract is exempt from the Fair Labor Standards Act, it must necessarily include a clause that overtime will be paid for at time and one-half the regular rate which must not be below the minimum wages specified by the Act.

Restrictive Contract

Generally speaking, definite contracts are valid which restrict employees from taking competitive employment for a reasonable period, as two years, in the territory in which the employer's customers are located. However, indefinite contracts of this nature are void.

For illustration, in *Weill Distributing Co. v. Brown*, 29 S. E. (2d) 54, Ga., it was disclosed that a distributing company employed an employee

under an employment contract which fixed no definite time of employment, no definite duties to be performed, and fixed no regular compensation to be paid to the employee. The contract contained a clause forbidding the employee for a period of five years, after termination of the employment, from engaging in competition with the company either as owner or employee in a similar business. Later the employee took competitive employment and the legal question arose whether the employment contract was valid. In holding the contract void, the court said:

"The period of employment is for 'an indefinite period.' The duties to be performed, the services to be rendered, the place of employment and the amount of compensation, all of which are vital parts of the purported contract, are all uncertain and indefinite. Such contracts because of indefiniteness are unenforceable."

Fair Labor Standards

Modern higher courts hold that an employee engaged in interstate commerce to any substantial extent during any week is entitled to the benefits of the Fair Labor Standards Act.

For instance, in *Walling v. Mutual Wholesale Food and Supply Co.*, 141 Fed. (2d) 331, suit was filed by an employee against the Merchandise Terminal Warehouse Co., and others to adjudicate back wages under the Fair Labor Standards Act. The duties of the employee included receipting, unloading and placing in the warehouse incoming merchandise; sending out

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notifications; directing the loading and shipping of merchandise out of the state on orders of the owners; and corresponding with shippers, consignors, bailors outside the state.

The court held that the employe was engaged in "interstate commerce" within the Fair Labor Standards Act and entitled to minimum wages specified by this law.

Driver Assumed Trustworthy

Modern higher courts hold that no employe is entitled to damages or compensation if he is injured while doing something that is no part of his duty or employment, or that is outside of any reasonable scope of his employment. However, the court assumes that he was acting within the scope of the employment, unless the testimony conclusively proves the contrary.

For illustration, in Sawyer's Case, 51 N. E. (2d) 949, Mass., it was shown that a truck overturned killing both the driver and a "hitch-hiker," whom the driver had picked up. It was suggested, but not definitely proved, that the "hitch-hiker" was driving the truck when it overturned. Therefore, the higher court held the dependents of the driver entitled to recover compensation, and said:

"It seems to us that it is not unreasonable in the circumstances to infer that the deceased would not be likely to surrender the performance of his duty of operating the truck to a person in the category of a 'hitch-hiker.'"

Certificate Refused

An applicant for a certificate to operate common carrier motor trucks must prove that granting the application will be to the best interest of the public.

For illustration, in Utilities Commission of North Carolina v. Great Southern Trucking Co., 28 S. E. (2d) 201, N. C., it was shown that an interstate trucking company applied for a certificate of public convenience and necessity to do intrastate business on the ground that the present intrastate carrier did not maintain sufficient schedules to meet the transportation needs in a reasonable manner. The higher court refused to grant the application and said that the present intrastate carriers between the various points over the proposed route maintain sufficient schedules to meet the transportation needs of the public in a reasonable manner.

C.O.D. Delivery

A modern higher court has held that when a carrier makes a contract to collect freight charges on delivery, it stands as any other agent. Also, it is liable for whatever it did not collect if the duty had been fulfilled, and not breached.

For example, in S. B. Penick & Co., v. Triple "M" Transp. Co., 34 Atl. (2d) 898, N. J., it was shown that a common carrier accepted a postdated

check in payment of C.O.D. freight charges. Payment on the check was refused and the shipper sued the carrier. In holding the latter liable, the court said that where a carrier, in violation of its contract to "collect on delivery," accepts from the consignee a post-dated check, or other void payment, the carrier is liable in full damages to the shipper.

Common vs. Private Carrier'

A private carrier is liable for loss, theft, or injury to transported goods only where the testimony proves that it was negligent. This rule of law is applicable under all circumstances.

For example, in Parker v. Stewart, 176 S. W. (2d) 88, Ky., the court records show that a common carrier accepted a contract to transport a truck load of household furniture. The common carrier sub-contracted the hauling to a private carrier. During the course of transportation the furniture and truck were destroyed by fire. The owner of the furniture sued the common carrier who compromised and paid the owner \$500, the value of the furniture being \$700. Then the common carrier sued the private carrier to recover this \$500. The lower court held the private carrier liable but the higher court reversed the verdict, and said:

"Parker and Peace (private carrier) were not common carriers. This being true, they are liable only in the event the goods were destroyed as a result of

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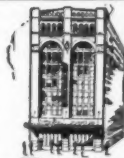
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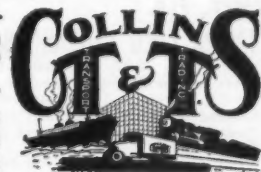
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their negligence. Since there was no evidence of negligence a verdict should have been directed for both appellants."

However, the higher court granted a new trial and said:

"A party primarily liable may make a good-faith settlement and demand re-

imbursement from an indemnitor or a party secondarily liable."

Therefore, if the common carrier proves that the fire occurred as a result of negligence on the part of the private carrier the latter will be held liable.

LEGAL

Questions and Answers

... The Legal Editor will answer legal questions on all subjects covered by D and W. Send him your problems, care of this magazine. There will be no charge to subscribers for this service. Publication of inquiries and Mr. Parker's replies give worthwhile information to industry generally

Patentable Ideas

Question: One of our employes has invented a new idea with respect to unloading freight. We do not want to disclose the invention, but do not know whether we should spend money to patent his idea. Therefore, will you please list for us things that are not patentable? The Good Co.

Answer: A review of higher court decisions discloses that the following things are not patentable: A mere idea without mechanical means to carry out the practicability of the idea. A principle known to science. A mere result. A property of matter. An aggregation of old parts which do not act together to produce a unitary result. A system for doing something. Things having an immoral object.

Things created by "mechanical skill," and which do not require inventive ability to perfect. All devices that are inoperative. All devices that are not new and useful, and all other things which have been described in any publication.

Warehouse Receipt

Question: I seem to remember that several months ago you held that if a warehouseman takes particular pains to call the customer's attention to certain clauses in the warehouse receipt or contract, he is deemed to have met fully his obligation as a bailee in this respect.

On Page 51 of the May issue of D and W under "When warehouse receipt is not read by owner," the im-

pression is gained that however careful the warehouseman may be, he is not relieved of liability as to value. Since this creates in our mind considerable confusion, we shall appreciate any further information you can give.

Culbertson Warehouse & Deposit Co.
Answer: It is true with respect to forms of contracts, that a person who is induced to sign a contract without reading it may avoid responsibility for certain important clauses. Moreover, the fact that a warehouseman reduces or limits his liability, based upon a low stated storage rate, is not sufficient, as he must afford the customer the right to pay a higher storage rate and obtain increased valuation.

It is my opinion, based upon higher court decisions over a period of many years, that a limitation clause in a warehouse receipt may be declared void (1) if the bailor had no opportunity to read it; (2) if the goods were taken or accepted for storage before the bailor had the opportunity to read and agree to the limitation clause; or (3) if the warehouseman fails to give the bailor the privilege of paying a reasonably higher storage rate and thus increasing the listed valuation of the stored goods.

Strike Problem

Question: A wholesale liquor house is having a strike and we understand that our men have been asked not to make deliveries to it. We hope that we will not be asked to make such deliveries, but if we should and the

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men refuse we would be compelled to impose some punishment on the men refusing. No doubt this action would call a strike among our members although there is a clause "no strike, no lock out" in our contract.

We have been up against the situation before and have never been required to face the issue as the union truckmen were persuaded not to deliver, so did not call at the warehouse for merchandise. In this case the striking firms have their own trucks. We are not too concerned about the present situation as it is likely we will receive no orders to deliver but we are quite anxious to find what a warehouseman should do in a similar case. Boston Tidewater Terminal, Inc.

Answer: If your men refuse to make deliveries you have no recourse except to make an honest endeavor to obtain transportation from another source. If you cannot employ transportation facilities there is nothing you can do except notify all interested parties of the true situation.

The higher courts consistently hold that a contracting party may be relieved from obligations under a contract which is impossible to perform. The matter of legal "impossibility," therefore, is an important element when defending your actions to customers' demands for prompt or immediate deliveries.

See National Labor Relations Board v. Hill, 140 Fed. Rep. (2d) 924, where it was disclosed that an employer refused to contract with a union which won an election among warehouse

employees. Also, the employer refused to submit a counter-proposal on the subjects in controversy, and without notice to the union announced a general wage increase. This court held that the employer's actions in dealing with the employees constituted "unfair labor practices" within the National Labor Relations Act.

Question: The writer would appreciate your opinion on the following:

Where a warehouseman is doing business in a rented premises, has he any alternative or redress at this time with the ceiling price on storage rates, if the landlord demands higher rent for the space occupied.

Our landlord is again making demands for higher rent as there is no rent control on industrial property.

We have many accounts with those in the service of our armed forces whose whereabouts are unknown. It would not be possible to write to them to obtain their consent to move their goods should this become necessary. What can be done if the landlord continues to increase our rent? Long Storage Co.

Answer: You should appeal to the local federal board for a ruling in this matter. If its ruling is not satisfactory you may file suit and request the court to render an opinion regarding your legal rights to increase storage rates or obtain an injunction against further unreasonable rental increases by your landlord. It is my opinion that this is the only logical solution to your problem.

Gar Wood Announces Mfg. Reorganization

Glen A. Bassett, president, Gar Wood Industries, Inc., Detroit, has announced a reorganization of the company's manufacturing set-up designed both to ease the transition to post-war manufacturing and to improve its output for the Army and Navy. The principal changes involve the creation of the post of vice-president in charge of manufacturing and the establishment of a production control manager and a general superintendent of the mechanical division, Mr. Bassett said.

Clinton W. Wood, formerly vice-president and manager of Gar Wood Industries' Plant 4, has been named vice-president in charge of manufacturing. Alonzo R. Ketcham, formerly production manager of winch war contracts, will be production control manager and will be responsible for personnel management, machine and departmental scheduling of product manufacturing. Henry Kvindlog has been made general superintendent of the mechanical division.

Gar Wood Industries, Inc., manufacture truck bodies, hoists, winches and cranes. It also is a leader in the road machinery industry, and makes tanks for transporting fluids by trucks and also home heating equipment.

Will Citrus Concentrates Outlast the War?

(Continued from page 11)

tion both of the fresh fruits and the finished concentrate products. This has left a tremendous job for the railroads to perform. When ODT arranged for a pooling of refrigerator cars in 1942, and instigated the use of half stage and half bunker icing services, transportation of citrus crops and products was able to be made with a minimum of labor and shipping costs in spite of even larger production and manufacturing demands. These types of icing have worked out very satisfactorily for preserving the nutrient factors in the concentrated products.

After the fresh produce has been unloaded at the processing plants, cross elevators carry it from the receiving bins to more permanent storage points. Next sorting is done by girls and women who are very carefully trained for this work. No standard fruit is made into concentrates.

Hosing the Fruit

Washing with a fire hose cleans the fruit very effectively and is sometimes used for rolling the produce from the bins to the conveyors. After draining, the fruit is transported by conveyors

to the complicated high speed extractors. While processes of extraction vary from plant to plant, two main types of extractors are used for concentrates.

In some places, high speed rollers crush the juice from the fruit. In others, the juice is pressed from the split fruit (a process also handled by the extractors), without injuring the skin. The peels in either method are used for making by-products such as pectin, oil, animal feed, and fertilizer.

Heated to Explosion Point

Pulp and seeds are removed with brushes and suction tipped hoses. Juice is pasteurized, heated to the explosion point, about 200 deg. F. It then precipitates into vacuum pans where it is rapidly cooled to 110 deg. F. This is termed the first concentration; further concentration is carried on in smaller heated pans.

When the desired strength is reached, the juice is refrigerated, put into sterilized bottles or cans, and packed into cartons according to specifications required for the market to which it is shipped.

Safeguarding against oxygen coming in contact with the juices during

extraction, pasteurization, concentration, and canning is very important. Gases are sometimes used to prevent the infiltration of oxygen. The vacuum process of concentration makes it possible to drive off the water at a comparatively low temperature, thus producing a more palatable concentrate than under former methods.

Palatability Problem

Palatability is one problem that has required much research. The concentrated products are definitely inferior to fresh fruit juices from this standpoint. For this reason, manufacturers and growers feel that slumps may come into the concentrate industries when more shipping space becomes available, and when Lend-Lease and military demands are no longer so urgent.

The more juices are concentrated, the less like the fresh product in taste is the concentrate. But, as has been pointed out many times, evaporated milk now so popular certainly does not resemble the original product in taste, so perhaps fruit concentrates may have a definite future in competition with fresh fruits and undiluted juices.

Potential Markets

Many markets are being introduced to concentrates for the first time as a wartime measure. Children in Great Britain are receiving much of their vitamin C ration in the form of diluted citrus concentrates; soldiers of

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all allied nations are receiving similar nutrients in the concentrated form. When the United States becomes responsible for supplying post-war food to Europe, concentrates will play an important part in maintaining a healthful diet.

Considering the improved methods of storing, shipping and producing concentrates, growers are still looking to this industry as a practical means for storage of surplus crops in comparatively small warehousing space. Since a short citrus crop tends to follow an unusually long one, both growers and shippers would have a more stabilized and even flow of materials rather than deluges of citrus fruits that must be shipped and disposed of immediately to avoid losses in large crop years. The marked shortage of citrus fruit the following season also creates a problem. With citrus concentrates available, both growers and shippers should have a more steady flow from year to year.

Post-war business plans for the concentrate industry include the building of a steady foreign market. The main competition here is expected to come from Palestine, North Africa, and South America. Brazil is judged by many to be the greatest potential competitor for foreign concentrate markets.

Competitive Possibilities

Since labor costs in all these countries are so much lower than in the United States, especially California

areas which have developed the concentrate industry most extensively, any of the areas mentioned could easily provide England with a cheaper product on the basis of labor and shipping alone. As regards fruit quality, Palestine oranges are reputed to be of a very excellent quality; Brazilian oranges are of a sort that could easily compete with American fruit in spite of shipping costs were it not for tariff restrictions.

The European countries offer Brazil an equal opportunity for disposing of her citrus crops. And our Lend-Lease shipments are building up a demand in Europe for such products which are expected to extend into the post-war era and probably beyond the reconstruction period.

Since, however, America and Great Britain have the edge financially and in the available cargo vessels, South American countries in all likelihood would find shipping problems in exporting fruit to European markets. This would give even further impetus

Citrus Research

An office of products research for studying potential development in post-war citrus markets has been set up by the California Fruit Growers Exchange at Los Angeles in anticipation of post-war expansion of the citrus industry. (Herr.)

to the export of concentrated products which could be transported in so much less space.

So the citrus concentrate industry is not developing in America alone. Perhaps the amount of cargo space allotted to South American competitors may be a determining factor in the continued expansion or retrogression of the citrus concentrate industries in California, Florida, and Texas.

No Refrigerator Cars For Low-Grade Potatoes

Use of refrigerator cars for the movement of low-grade potatoes originating in 10 Western states will be banned by the War Food Administration, according to B. F. Maben, regional director for WFA. This ban has been in effect for North Dakota and Minnesota since mid-March, and has now been extended to California, Oregon, Washington, Nevada, Utah, Idaho, Wyoming, Montana, Colorado, and Nebraska.

Intention is to increase the flow of better grade potatoes into food channels and divert the lower grades into other outlets where transportation facilities are hard-pressed. Grades below U. S. No. 2 will be affected by the embargo.

Sugar beet processing equipment may be used to convert the low grade potatoes into a dehydrated product for animal feed, and for industrial alcohol. (Gidlow)

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

Convention Limitations Tightened by ODT

Col. J. Monroe Johnson, Director of ODT, laid down a blanket rule against appearances of "officials and staff" at "any (non-war connected) conventions or similar gatherings involving inter-city travel." The effect, naturally, will be to prevent both Washington ODT executives and regional chiefs from speaking at conclaves.

The tight limitations of the ruling are manifest in further provision that "even where no inter-city travel is required by the ODT representative, if other participants in the convention or conference require such travel no ODT representative shall attend."

Col. Johnson made clear, however, that although "there are to be no exceptions to this policy," the intention is not to prevent utterances by ODT officials. He is pursuing the thought that "we must practice what we preach," after having made urgent pleas to trade and civic groups of all kinds to curtail travel in the interests of conserving transportation-passenger facilities.

New Firm

The Central Storage Co., Inc., Fort Wayne, Ind., has been incorporated to engage in the general storage warehouse business. Capital stock comprises 50,000 shares of no par value common stock. Principals are Dale W. McMillen, Sr., head of the Central Soya Co., McMillen Feed

Importance of Closing Box Car Doors Stressed to Mid-West Shippers Board

"With the Southwest wheat movement now getting under way, it becomes most important that nothing be left undone to utilize box cars to the fullest extent," writes Irving M. Peters, general chairman, Mid-West Shippers Advisory Board, and traffic manager, Corn Products Refining Co., Chicago, in a recent letter to members of the Board.

"With box car requirements running ahead of last year and increased demands for this type of equipment pyramiding daily due to heavy war department demands to support the European invasion," Mr. Peters says, "it is most important that car efficiency matters be progressed to the fullest extent."

"An item which we feel is of great importance and which will keep cars readily available for loading is that of closing car doors after the lading has been taken from the car."

"While this is particularly true during periods of inclement weather, such as prevails during the spring, fall and winter months, it occurs too during rainy periods in the summertime. After the interior of cars is

exposed to the elements through the doors being open they are rendered unfit for most loading without drying and this sometimes requires a period of several days.

"The closing of doors can be accomplished most advantageously by receivers of freight themselves when unloading is completed at which time the labor is available to close the doors and tools are also available if they are required to assist in the door closing."

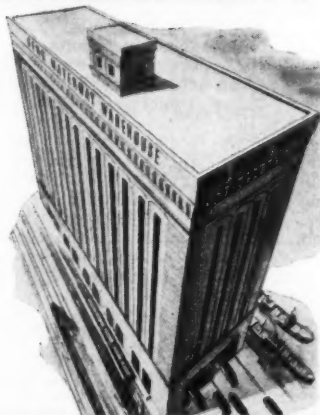
"In addition, there is a fire hazard among others involved in having car doors remain open after unloading is completed."

"The closing and securing of doors of box cars is one of the best methods of obtaining additional car days and it is strongly urged that industries have employees responsible for this phase of operations posted as to the necessity for closing and securing doors of box cars immediately after unloading is completed. The benefits in avoiding loss of car days on this account will more than compensate for the effort involved."

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D and W, August, 1944—67



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Short Depression Followed by Boom Foreseen At End of European War

(Continued from page 22)

perity period after the war is over. Retail sales of appliances will average 25 per cent above the pre-war peak.

Income payments will stabilize at the 110 billion dollar level.

Total retail sales will exceed the war-time peak during most of the post-war prosperity period.

Residential construction will reach a post-war peak toward the end of the prosperity period, exceeding the maximum achieved in the mid-twenties. The building boom will span the entire decade, involving the erection of an average of 1,000,000 homes per year for 10 years.

Post-War Changes

The volume of modernization will be abnormal and will be generated by the curtailment of all types of residential construction and repair during the war years.

Some of the more dramatic post-war changes in consumer products, transportation, distribution, production methods and living and spending habits will take place in the second five-year prosperity period which Mr. Zelomek envisions as following the

first period. The speaker said he looked for further decentralization and extension of shopping radii about metropolitan centers, which developments will be based on changes and improvements in transportation.

He declared the period as a whole will represent fruition of wartime technological advances in synthetics, electronics, production methods and materials for housing.

Export Trade

In the first part of the post-war decade, he declared, a high export balance will act as a stimulus to domestic activity. Relief shipments, he stated, will support food prices in this country and world raw materials prices everywhere. Reconstruction shipments will be important in the first boom period, and foreign demand for agricultural equipment, machinery, construction and railroad supplies will be heavy.

"Since the United States probably will maintain a more important position in world shipping, finance and transportation, particularly by air, payments to foreign countries for those services," Mr. Zelomek said,

"will decline. Private lending also will not be conducted on the unsound basis that characterized the last post-war period."

"Optimism Difficult"

Mr. Zelomek said optimism is difficult to justify beyond the first 10 or 12 years after conversion, stating that he could easily imagine a situation developing similar to that of 1929.

As reasons why no major depression will develop immediately after the war he cited speed of reconversion; the accumulation of demand and the financial resources with which it can be satisfied; and the rising level of world activity as reconstruction of devastated areas is undertaken. (Herr.)

SOS In India

(Continued from page 14)

Filled with U. S. troops of the Services of Supply, the port of Calcutta is the most important single point in America's lifeline to the Far East. It cuts the distance to the vital regions of Assam and Burma by more than a thousand miles, and enables supplies to reach the closest seaport to the actual scene of operations, which is not in Japanese hands. The U. S. Army is unloading ships in the port faster than ever before, and will soon be able to do the job still more rapidly as additional facilities become available.

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ciation, Indiana Chamber of Commerce.

Morristown Plant Leased By Edison

Negotiations have been completed by Thomas A. Edison, Inc., for the leasing of the plant formerly occupied by the U. S. Hammered Piston Ring Co., at Morristown, N. J., which will be utilized immediately for the production of war materials, K. G. Berggren, vice president and manager of the special products division of the corporation, has announced.

The plant is one-story high and has approximately 10,000 sq. ft. of manufacturing space. It is well-located and is easily accessible to transportation. It will employ several hundred persons, many of whom will be in the skilled class. The new plant will be operated under the direction of Mr. Berggren. The lease runs for the duration of the war.

Facilities Sold

Desert Grain & Milling Co. of Norwalk, Cal., has sold its public utility warehouse facilities at Imperial, Cal., to Adolph Weinberg and Stafford Hamon of Norwalk, Cal., for a consideration of \$50,000. Upon request of the seller, the State Railroad Commission approved the sale to be effective as of Oct. 1, 1943, and ordered that since that date the business shall have been considered as operated for the account of Weinberg and Hamon. (Herr.)

Defense Housing



PORTLAND, ORE.—Speeding the erection of a huge defense housing project in Richland, Wash., a fleet of 20 Chevrolet trucks pulling greatly extended semi-trailer platform bodies (illustrated above) is working round the clock to help meet the urgent demand for suitable living quarters for vital war workers. The hauling contract, awarded to St. Johns Motor Express, St. Johns, Ore., is one of the largest ever issued in that section of the country. A total of 4000 units, representing about 2000 loads is being moved over a 722-mile round trip distance. To further expedite completion of the project, the houses are completely equipped with furniture while passing through Portland en route to their destination. Two units, end to end, are hauled on each trailer. When the housing site is reached, the units are unloaded on the plot of ground designated. They are then bolted together, the furniture arranged and when utilities have been installed the house is ready for occupancy.

WPB Assumes Control of Lumber

(Continued from page 23)

"Even if peace came suddenly, we would have to feed and maintain our men over there," he added. "The packaging load won't diminish for some time."

Described as a modified Controlled Materials Plan, which regulates the use of critical copper, steel and aluminum, the new lumber order, in the words of its administrator, "takes over all lumber except that produced by farmers on their own wood lot for their own use."

It sets up procedures under which sawmills deliver lumber, distributors receive and deliver it, to all consumers which may receive lumber. It also controls, through quarterly allotments, the amount of lumber that large industrial consumers may receive.

Confirmed

B. D. Divine, president, Divine Bros. Co., buffing wheels, casters and industrial truck wheels, and machinery manufacturers of Utica, N. Y., has confirmed the report that his firm had purchased the property of the former Sauquoit Paper Co. at Utica. Possession was taken July 1, but complete removal from 102 Whitesboro St. will not be effected for several months.

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Overloaded Trucks Double Highway Costs

Trucks overlaid with wartime materials have nearly doubled the maintenance costs on state highways in California, the State Division of Highways disclosed in a recent report.

The department reported that \$9,000,000 had been spent for repairs to damaged roads in addition to \$10,000,000 on routine maintenance during 1942 and 1943, and expects to spend a similar amount during 1944 and 1945.

During the past two years, J. W. Vickery, traffic and safety engineer of the Highway Division, declared, the increased punishment to roads was due to overloading of trucks to meet wartime demands and an increase of 30 per cent in average weight of trucks. (Herr)

Anniversary

Dufresne Bros. Motor Transportation Co., 307 Boston Turnpike, Shewsbury, Mass., of which Frank X. Dufresne is president and treasurer, is celebrating its 25th anniversary in the motor transportation field, covering the period from 1919 to 1944. Dufresne Bros. operates a general motor truck business between Boston, Worcester, surrounding territory and intermediate points, with Boston terminal at 38 Plympton St. (Welling-ton)

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

Exasperating Grievances Aired At Chicago Conference

(Continued from page 36)

of by shippers and urging carriers to rectify the bad conditions.

In order to reach all motor common carriers, ATA was also requested to ask the ICC Bureau of Motor Carriers to cooperate in urging conformance by the carriers to the accepted claim procedure standards.

Three Months' Grace

The shippers requested another meeting with the trucking association in three months, at which accomplishments of the educational effort will be reviewed. It will then be definitely determined, Mr. Whitaker made clear, whether or not the shippers will unite to ask ICC action. He expressed the hope that in the three months of "grace" improvements will be shown by the motor carriers which will make an appeal to the Commission unnecessary.

Suggested Reforms

Speaking for the Chain Store traffic League, Mr. Bentley advocated the following reforms: (1) claims filed on connecting line traffic must be settled by originating carriers, even though clear delivery records are provided with the connecting line; (2) any car-

rier receiving a claim on connecting line traffic must make full settlement, pro rating the claim to the other carrier after settlement has been made with claimant; (3) claims to be settled within 90 days or claimant notified of delay; (4) all claims to be acknowledged on receipt and carrier claim number assigned and shown on acknowledgement; (5) freight bills to show address of agent at point of delivery for the purpose of notifying carrier of request for inspection; (6) a copy of the original claim paper to be kept by the carrier recognizing the claim; (7) in case of chain store shipments, all over, short and damage reports are to be sent to shippers' general offices within 48 hours. If over freight carries markings, these are to be shown on the O. S. & D. report.

Drafts Proposals

As the representative of the Retailers Transportation Committee, A. W. Brown, general traffic manager, Sears Roebuck & Co., Chicago, expressed sympathy with the Whitaker recommendations. Action should also be taken immediately, he urged, to clear the slate by making immediate settlement of all old claims. He

D and W, August, 1944—71

offered two other recommendations.

(1) That the ICC be requested to withdraw operating rights of all motor common carriers that do not settle their obligations within a reasonable time; and (2) that sale of operating rights be prohibited until all legitimate claims incurred under those rights have been discharged.

Mr. Brown admitted that these proposals were "drastic," and were offered to emphasize the seriousness of the situation. His committee, he explained, represents thousands of small retail stores which, since they lack experienced traffic men to handle their difficulties, are almost powerless to obtain redress of grievances against motor carriers. Because of this he felt that the small stores are entitled to such protection as the ICC might be able to give.

The NRDGA, because it had already filed with the ICC a request for investigation of motor carrier claim practices, made no commitments on the recommendations offered to the trucking associations.

ATA Pledges Aid

Responding to the requests from the shippers, Mr. Jackson pledged the ATA to throw its full resources immediately into the suggested educational campaign. He also agreed to supply the four organizations with names and addresses of the 30 members of ATA's national freight claims committee, each of whom will be at the service of any shipper in this respective territory, who may request

help in getting action on a delayed claim settlement. Another list of ATA members who are abiding by the associations' recommended standard rules of procedure would also be furnished the shipper organizations, Mr. Jackson agreed.

"In our freight claim work," Mr. Jackson said, "we have made some headway against objectionable conditions, but we are still far from satisfied with what has been accomplished. You shippers are the customers of our industry. We want to keep you as pleased with our service as we possibly can. We want you to know that we are deeply concerned over your complaints; that we are vitally

interested in them and that we are willing to do everything in our power to bring about desirable reforms."

The ATA, Mr. Jackson explained, could not serve as a collection agency. He suggested that shippers file with ATA copies of correspondence with carriers covering claim matters. Then, when evidence is built up to indicate a condition of relatively serious importance, the associations would be in a position to do something definite about it. He added also the suggestion that shippers encourage the motor carriers with whom they do business to become members of ATA's freight claims section and participate in its program.

Post-War Aviation Will Increase Need For More Highways, Engineer Believes

Post-war aviation, far from taking away the business done by commercial users will increase the need for more and better highways, declared Charles M. Upham, engineer-director of the American Roadbuilders Assn., declared recently.

"There is much talk that the airplane will supplant the truck and even the freight train as a carrier of commodities, and replace the bus and passenger train in large measure as a passenger carrier," Mr. Upham said. "I do not see how this can

be true. Even if a million airplanes took to the sky after the war, only a slight dent would be made in the present number of motor vehicles in use. In 1941 there were 4,600,000 trucks, a million buses and 30,000,000 passenger cars on the road.

"But development of the airplane and of air cargo is going to mean that roads must be built to connect principal airports with the leading commercially used highways. The 'tieup' between air cargo and the trucking industry makes this evident.

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"That the trucking companies see this natural development is shown by that fact that more than a score, including several of the country's biggest motor freight systems, have applied for airline route permits. These companies want to haul air cargo both on the ground and in the air."

"Meanwhile it would be folly to

live in a state of suspense, waiting a generation to see what happens to transportation. We are going to need more and better planned highways in the near future, a vast job which will concern the federal as well as state governments and local governments, too."

Uniform State Highway Laws Favored By Motor Vehicle Administrators

The American Assn. of Motor Vehicle Administrators, at its recent annual meeting in Chicago approved a report calling for uniform state laws regulating highway transportation and voted to assume full responsibility of leadership in seeking remedial legislation.

The action originated in a report of the Reciprocity Committee of the AAMVA (approved without a dissenting vote in the final session) calling for the drafting of recommended uniform laws relating to motor vehicle reciprocity and size and weight regulations.

Text of the recommendations for uniform laws includes the following:

"Although there has been wonderful advancement in reciprocity among the States in the last few years, the Reciprocity Committee realizes on account of the war and the number of proclamations issued by the Governors of the

different States that when the war ends and the States go back to their old regulations there will be confusion and dissatisfaction on the part of the motoring public. In view of this fact they decided to make some very definite recommendations, and request the incoming President to act on them at once. Unless the Association takes the lead endeavoring to bring uniformity of reciprocity in the different States and break down the State barriers which will exist under old conditions they will be severely criticized, and will again invite a movement to have the federal government establish a uniform standard for interstate operation of motor vehicles. It is therefore the responsibility and duty of every Administrator to do his part in this program. If we do, and start the movement for uniformity, we will receive credit and prevent a movement of federal regulation of interstate commerce.

"It is the consensus of opinion of the Committee that the incoming President, as soon as possible, should appoint a committee, with representation from the Uniform Legislative Committee, to draft a uniform law relating to reciprocity and present same for approval of the Exec-

utive Committee, after which, we suggest the association officers endeavor to obtain an audience at the next Governor's Conference, also a meeting of Council of State Governments, and explain the conditions that will exist, and request their assistance in procuring legislation in the several states to provide for uniform law.

"The Committee recommends the following should be given consideration in drafting a uniform legislation relating to reciprocity:

"Trucks and Trailers: 1. Establish a uniform size and weight for interstate commerce. 2. Uniform lighting requirements in all States for interstate commerce. 3. Reciprocity on all motor vehicle taxes and fees for operators meeting the requirements of his own State."

AAMVA officers elected for the coming year are: C. F. Joyner, Jr., Va., president; Malcolm McEachin, Nev., first vice president; Otto F. Messner, Pa., second vice president; and B. E. Robinson, N. D., secretary-treasurer.

Tacoma Base

Tacoma, Wash., is to become an advance base depot for speeding up the Pacific war, with a huge naval installation to cost \$2,420,000. The establishment will include depot, trackage, roads, nine warehouses each 100 x 500 ft., administration building, cafeteria, side and end unloading ramps, alteration and improvement of three existing buildings to provide shop facilities of 21,500 sq. ft.; water supply distribution and fire protection; sanitary facilities, electric distribution, flood lighting and complete equipment for the entire facility. (Haskell.)

Hydraulic Drives Predicted for Trucks

That operating ranges of hydraulic torque converters, now in use on military vehicles will be extended to make them available for motor trucks and buses after the war, was predicted by Albert H. Deimel, Spicer Manufacturing Co., Toledo, O., at a recent meeting of the Society of Automotive Engineers engaged in war production in Detroit.

Mr. Deimel described how this 1929 invention of the German Fottinger for marine applications had been adapted by Lysolm of Sweden to service motor buses, had been further developed by the British firm, Leyland Co., and subsequently improved by the Spicer Co. in America for driving buses, military vehicles, and trucks.

He indicated that post-war engineering progress will make possible hydraulic drive systems which eliminate friction clutches, afford new extremes in smooth operation and long service. Three buses equipped with the new drive system already have given more than 100,000 miles of satisfactory service in city transportation operations, Mr. Deimel said. (Kline)

Dehydration Tunnels

Gilroy Cooperative Dryer Assn. has let contract for the construction of 12 dehydrator tunnels and buildings at Gilroy, Cal. (Herr.)

Uniform Accounting for Motor Carriers Is Under Consideration in California

Evidence to determine the feasibility and advisability of putting into effect a system of uniform accounting for highway common, radial highway and highway contract carriers, as proposed by the California Railroad Commission on its own motion, was introduced at hearings held recently in Los Angeles and San Francisco.

As a result of requests for modification and simplification of the original order, the Commission allowed carriers to submit suggestions in writing and intimated that the effective date, originally set for July 1, would be postponed until at least Jan. 1, 1945.

The hearings were the outgrowth of a call by the CRC instituting an investigation into the matter of prescribing uniform systems of accounts for carriers, who would be divided into three classifications, as follows:

1. Carriers having an average annual gross operating revenue of \$100,000 or more. 2. Carriers having an operating revenue of \$20,000 to \$100,000 annually. 3. Carriers having annual operating revenue up to \$20,000.

If the order is ultimately placed into effect, Class I carriers would not be materially effected since the CRC

proposed to use the same uniform system of accounting already in effect for Class I operators as prescribed by the ICC.

Class II carriers would be required to install a new system of accounts in accordance with specified balance sheet and income and expense accounts prescribed by the CRC. All the accounts in the system would have to be kept by the double entry method, following specific directions as to items to be included as prescribed by the Commission. Class II operators would be required to keep some 40 balance sheet accounts and 51 income and expense accounts, as well as prescribed forms of balance sheet and income-expense statements. The making of regular reports to the CRC would also be made mandatory.

The order with respect to Class III operators contains provisions for the issuance of shipping receipts, freight bills and the maintenance of a freight-bill register and drivers' reports, as well as a record showing tonnage handled and miles operated.

On the whole, no widespread opposition to the ultimate issuance of an order prescribing uniform systems of accounting has been voiced by motor carriers. They are largely agreed, however, on the point that, with the present shortage of help, a major re-

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vision of the accounting systems at this time would present a serious burden, particularly to Class III operators. The consensus of suggestions at the Los Angeles and San Francisco hearings was that the CRC should postpone the effective date of any such order until after the close of the war.

Objections of various carriers and representatives of trucking and household goods haulers' associations at the Los Angeles hearing centered on delaying the effective date of the order and on relieving Class II carriers entirely from the requirements.

It was also pointed out at both hearings that one objectionable feature of the order in its original form is

that, with reference to Class III carriers, it proposes requirements not included for Class I and II operators; such as shipping receipts, freight bills and statistical records. CRC witnesses appearing at the San Francisco hearing agreed that those requirements were not properly included in the order.

Representatives of several carriers testified at Los Angeles that they held to the opinion that while uniform accounting is a practical measure, it should be deferred until the manpower situation has eased. A more simplified method of records, also, was demanded by Class III carriers on the ground that most of them are 1-truck operators with no bookkeeping staffs. (Herr)

manpower situation, the Truck Owners' Assn. has to wrestle with a demand for a 15 per cent wage increase just presented by the Teamsters' Union (AFL). Time for reopening of negotiations desired by either party to the labor agreement was last January. No demands were made by labor at that time.

The current demands call for an increase of 15 per cent, to be retroactive to date of request. Mr. Thompson says the union's application has been submitted to conciliation. Before final settlement it is likely to go to the War Labor Board. Operators say they will not countenance the demand for retroactive pay increases.

The War Manpower Commission, aided by the results of studies presented to them by the local truck operators' groups, are now trying to get enough men allocated for operating trucks to take care of the agricultural situation. The tire problem, truckmen say, is up to the various agencies.

Last year, according to figures supplied by Mr. Thompson, 373,000 tons of peaches were handled from the orchards. This year it will be 500,000 tons. Last year 800,000 tons of tomatoes were moved. A harvest of 1,000,000 tons will soon be starting to ripen ready for truck handling to processing points. (Gidlow)

Manpower and Equipment Shortages Hamper Harvesting of Bumper Crops

This is a good year for agricultural crops in California—one of those banner years that come every so often by the grace of God—and truck operators expect a bumper crop of headaches in handling this year's harvest.

Roy Thompson, secretary-manager, Truck Owners' Assn. of California, one of those asked to represent the

industry at the hearings, told *D and W* that the two main hurdles to overcome in handling the harvests this season are manpower and tires.

"The equipment angle is going to work out," Mr. Thompson says, "but we are short on tires and we can't guess what is going to happen with labor."

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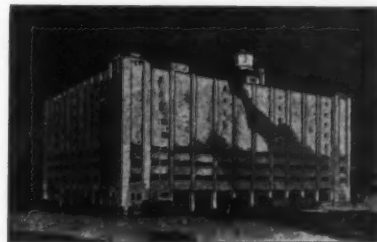
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With the ever increasing army that we are organizing, labor is very much of a problem all over the country and in every line of business, particularly motor transportation. Roy J. Gilbert of the Gilbert Truck Line, operating between San Antonio and Laredo, Tex., with main offices in Laredo, has done something about it that looks as if he has something.

Laredo and San Antonio, like every other city in the country has its full quota of school boys, full of pep and ambition to do something whenever the opportunity offers. Mr. Gilbert, knowing from experience that getting labor is increasingly difficult, especially at odd times when some extra work is necessary, has found it practical to use school boys. They go to the office and warehouse after school, ready and willing to pitch in and do everything that their size will permit as long as there is something to do.

Naturally the heavy work is not shifted onto their shoulders, but in any motor truck warehouse there are plenty of light parcels that must be shifted from the warehouse to the mo-

tor trucks or from the outside platform into the warehouse. These are what the boys work on and work on with a vengeance. All the pep and ambition that a corner baseball team can display is displayed by these boys who not only are earning a little money but who actually feel that they are doing a man's work when men are none too plentiful.

Every afternoon when the work is finished, Mr. Gilbert pays each boy what he feels he has earned. It is not on an hour basis or a week basis or anything like that but strictly the opportunity of helping until the jobs are done for what he feels they deserve. The boys give Mr. Gilbert everything they have in them and none will budge from the warehouse until he personally tells them that that will be all for the day. The next afternoon, as soon as school is over they are back again, eager for an opportunity to fit into the scheme of things that exist today.

An example of how they work can be gained from this single incident. One day Mr. Gilbert told one little

fellow, not more than nine or ten years of age, to guard some packages that were outside on the platform of the warehouse in Laredo. The little fellow promptly got a man's size stick and wouldn't allow anybody near the bundles.

Besides work of this kind and helping load light bundles the boys keep the warehouse and office clean and do such other light work as they can there by releasing the men for heavier work.—(S. P. Lathrop)

Employment of Boys Indorsed and Urged

The War and Navy Departments, the Maritime Commission, and the War Production Board have given their backing, in the interest of production, to part-time student employment policies set forth several months ago by the War Manpower Commission, the U. S. Office of Education, and the Children's Bureau of the Department of Labor, the Children's Bureau announced.

These agencies directly connected with the production of war goods endorsed a combined work and school week of not more than 48 hours and a combined work and school day of not more than nine hours for 16 and 17-year-olds and urged upon manufacturers the observance of such standards as a means of making a more efficient use of their student workers without serious loss to the young

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people's schooling. The endorsement gave support also to other recommendations on the use of young workers when they are needed.

These part-time workers, the Children's Bureau said, make up a considerable part of the present working force of roughly 2,000,000 youths of 16 and 17 years, and failure to use many of them efficiently is resulting in a high labor turnover as well as a loss to the young people in terms of their future. Many, finding the combined load too great, leave their jobs, but only after they have lost out in school, the bureau added.

Commenting on the action of the four agencies, Donald M. Nelson, chairman of the War Production Board, said that acceptance of these policies on part-time employment of high school boys and girls "would get more war goods produced," and he called upon management and labor to support the recommendations.

Expands

Hilltop Van and Storage Co., 2830 W. Broad St., Columbus, O., has leased the upper floors of the building at 162 N. Third St., that city, for additional storage facilities. This gives the company 200,000 cu. ft. of warehouse storage, and makes the fourth location for the firm since it was founded 25 years ago by Herbert and Emil Kunzi, brothers. Company is affiliated with the North American Van Lines. (Kline.)

**Sees South American Industrialization
Factor in Future International Trade**

Latin American countries are acquiring huge dollar balances, already equaling or probably exceeding \$2-500,000,000, as a result of the war, W. W. Cumberland, members of the post-war advisory group of the National Assn. of Mfrs., said recently in an address before a luncheon for Latin American delegates to the conference of the Inter-American Development Commission.

"Economic structures of the Latin American republics have been greatly strengthened during the war," Mr. Cumberland said. "This is in sharp contrast with what is taking place in most other countries of the world."

Discussing post-war industrialization of South American countries, which he stated is a possible factor of importance in international trade, Mr. Cumberland said there was no valid objection to limited tariff protection "for those industries which are well adapted to the countries in which they are proposed to be established."

"Tariff protection is also permissible for industries essential to national defense," he said, but added that national defense "must not be made the excuse for unjustified nationalistic policies."

H. C. Beaver, president of the Worthington Pump and Machinery Corp., Harrison, N. J., said in a pre-

pared address that "stability of our commercial success in large part will be dependent upon the flow of trade between our several republics" in the Western Hemisphere.

After the war, he said, the United States will be called upon to supply "a large part" of the industrial equipment needed for reconstruction, as equipment in many European countries will have been destroyed by war. This will be "another challenge to industrial production," he said.

Colby M. Chester, chairman of the executive committee of the General Foods Corporation, said the fallacy which states that the export business of an industrial country depends on industrial retardation of other countries should be discarded.

"Experience shows that our best customers are not predominately raw material countries but those which, like ourselves, have developed industries," he declared.

Sells Rights

Associated Transportation Co., headed by Gene Morrison, has sold to Doyle R. Sorrenson its highway common carrier operating rights between Marysville and Yuba City, Cal., and between Marysville and Camp Beal. (Herr.)

Sees West Coast World Trade Mart

That the Pacific will be the center of commercial and trade activity incidental to the rapid industrialization of China after the war and that that fact, coupled with industrialization of the western United States, will lead to tremendous expansion of west coast ports, was the opinion expressed recently by G. W. Boissevain, newly appointed consul general of the Netherlands at San Francisco.

The Netherlands East Indies will offer tremendous potential markets for industrial goods, Boissevain pointed out, asserting that the Netherlands government appreciates the policy of Secretary of State Cordell Hull because it means world trade production and exchange of goods.

Mr. Boissevain disclosed it is the purpose of the Netherlands government to send experts into areas of the Dutch East Indies as they are liberated from Japanese domination to develop available strategic materials, such as oil, rubber and copra, which can be used by the Allies in the war against Japan.

He pointed out that this policy also would restore means of livelihood to the Indonesians who own about 50 per cent of the rubber trees grown in the East Indies and depend upon development of Indies resources for their income. (Herr.)

Letter from the Front

"Despite the apparent confusion here, there is beneath it an organized efficiency—a rough sort of efficiency—but it nevertheless gets results.

"Equipment is pushed much harder here than in civilian life. Good design shows up here—and packaging—there's an art that is now being truly appreciated. We're rehauling stuff close to halfway around the world in all sorts of climates—and it must work when unpacked—and it usually does."

—Extract from a letter written by a serviceman now somewhere in the Pacific.

Small Interest Shown In Orient Trade

Raymond Dennett, of New York City, secretary of the American council of the Institute of Pacific Relations, found the Pacific Northwest exhibiting little interest in post-war trade with the Orient, on the occasion of his recent visit to that area. He pointed out in Seattle that although that city is closer by global air route to China interest in post-war shipping and trade lagged.

He urged Seattle leaders to participate or send delegates next January to the big international conference of the Pacific Institute which will take place at Hot Springs, Va., when a number of nations will be represented. (Litteljohn.)

Chicago Area Reports Increased Export Trade

(Continued from page 43)

ing up the slack between their war-size factories and the demand for goods from domestic sources.

"Shipping facilities have been tight because of the tremendous volume of war goods moving overseas for invasion purposes but we expected this to end as soon as Germany is out of the way. It will not be a question of cargo space but of what we have to ship, as I see it."

Some definite idea of what is going on in the way of trade with our southern neighbors is offered in a statement from the Mexican Chamber of Commerce in Chicago. According to J. Olquin, executive secretary, more than 2,000 cars of metals and minerals roll into the United States from Mexico each month, along with tank cars loaded with alcohol, refrigerator cars filled with perishables and a long list of other merchandise. (Slawson.)

Crating Plant

Construction of the South Bend Fabricating Lumber Co., South Bend, Wash., for the manufacture of crates and crating materials for war shipments, is nearing completion. After the war the plant will manufacture complete fabricated homes. (Haskell.)

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Water Routes and Harbors

(Continued from page 46)

saw no need for the competitive coastal service.

Shipping Needs Protection

Now it is important that our ports be assured the resumption of the coastal services as soon as peace is declared. There are plenty of industries and shippers who depend to a very large degree on the water carrier services and their lower freight rates.

Personally, I am inclined to think that our local administrative authorities are not sufficiently awake to the necessity of fostering adequate water transportation services for their communities. The Port Authority closely follows any steps taken by the Interstate Commerce Commission or the U. S. Maritime Commission that may affect our post-war steamship services and I strongly urge and recommend that the needs and protection of the shipping lines be given far more attention in the future, not only by local authorities but by the county and State governments as well.

Difficult Period Ahead

With the development of air service and the expected intense competition of railroads and trucks for traffic,

water transportation will probably experience one of the most difficult periods in its history and require all the assistance and cooperation it can get from our port agencies.

Now there is no common advice that can be given to all administrative authorities covering every harbor and its facilities. Ports frequently have specific conditions peculiar to their own terminals or type of traffic. Hence, each port should make its own survey and ascertain its requirements and desirable harbor improvements. Personally, I am of the opinion that these surveys will definitely indicate the need for an enlargement of piers and terminals and a greater area for the handling of future cargoes.

Part of an address delivered before the New York State Federation of Official Planning Boards at the recent annual meeting of the New York State Conference of Mayors, Syracuse, N. Y.

Food Lockers

Toledo Food Lockers, Inc., Toledo, O., has been incorporated with 250 shares of no par value common stock, principals being K. H. Burnep, M. B. Ramey and E. G. Davies. (Kline.)

Milwaukee Port Has Biggest Year

With an increase of 31 per cent over 1942, the Milwaukee Harbor Commission reports that the municipal port income for 1943 reached an all-time high in receipts. For the year, the operating income was \$129,744, with expenses of \$63,654, showing a profit of \$66,090 for 1943, according to Harry C. Brockel, port director. The tonnage for the year was 588,741, an increase of 139,084 over 1942, and tonnage for the earlier year had been 449,657. There were 184 separate cargoes in 1943.

The car ferry, owned by the city, handled 26,445 cars across Lake Michigan, the second highest in the history of ferry operations for Milwaukee.

At a harbor commission meeting was voted to increase the appropriation for rebuilding the dock walls of the Kinnickinnic River mooring basin from \$255,000 to \$280,000, the work to be done next year, the cost of the work having increased since the original appropriation for this purpose was authorized. In addition to this was voted by the commission to request the sum of \$12,000 to rebuild railroad tracks on Jones Island. Another request made to the commission was to increase the salary of the port director from \$4,500 to \$6,000 per year. (Hubel)

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

Shortage of Seamen Reported Serious

A long-feared shipping tie-up, occasioned by a shortage of merchant seamen, has started in Pacific Coast ports and is slowly paralyzing the movement of war cargoes overseas, the War Shipping Administration disclosed recently in revealing through Andrew G. Wilson, WSA recruitment official at San Francisco, that the manpower bottleneck has already tied up several ships at San Francisco with serious delays also at Los Angeles and Long Beach Harbors.

The shortage of merchant seamen in the Portland, Ore., and Seattle, Wash., areas, Mr. Wilson reported, has reached such proportions that the movement of war-cargo ships at those ports was on the verge of a tie-up late in June.

The WSA official declared that the reserve supply of licensed officers and able seamen has been depleted by the sudden increase recently of merchant shipping and the additional shipping required by the opening of the second front in France.

Wilson stated he foresaw only one means for immediate solution of the manpower shortage, namely, the return to sea duty of the hundreds of men holding seamen's papers who are now working ashore. (Herr)

Deeper Channel for Illinois Waterway Held Essential for Post-War Expansion

To handle the anticipated post-war expansion of water-borne commerce between the Great Lakes and the Gulf of Mexico, midwestern commercial interests are contending that the Illinois waterway from Chicago to the Mississippi River will have to be dredged 3 ft. deeper than the present 9-ft. depth of the navigable channel.

Public expression of this view was given at a hearing in Chicago recently to determine what overall improvements are necessary in this great inland waterway system. The session was arranged in compliance with a resolution adopted by the Committee on Rivers and Harbors of the House of Representatives and was held before Col. H. J. Woodbury, U. S. Army district engineer.

Deepening of the channel from 9 to 12 ft., speakers said, would be a boon to barge traffic, which, under war conditions, is at an unprecedented high level. Oscar E. Hewitt, Chicago commissioner of public works, forecast that a 40 per cent increase in barge tonnage would result from the added depth and that no alterations in present floating equipment would be necessary.

"The deeper channel," Mr. Hewitt continued, "should give impetus to the movement of export cargoes

throughout the mid-continent area of the United States. And it is further believed that improvement of this internal waterway system will continue to enlarge our metropolitan centers and populate the hinterlands."

A U. S. Supreme Court order now limits diversion of water from Lake Michigan into the Illinois waterway to 1,500 cu. ft. per second, a quantity recognized by water transportation experts as grossly inadequate if any extensive expansion of water-borne commerce is attempted. Since raising the river level by increasing the diversion of water from the lake is out of the question, the proposal to dredge the river bed deeper remains as the only alternative if full use of the waterway system is to be hoped for.

Railroad interests were on hand at the hearing to oppose the deepening proposal and also present were representatives of Great Lakes ports who see in the new proposal a possible Chicago screen for increasing the diversion. Historically minded observers, meanwhile, explain the whole tense controversy as just another "frontier fight for the old waterhole." (Slawson)

BILLINGS, MONT.



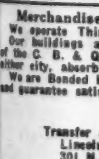
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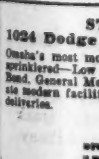
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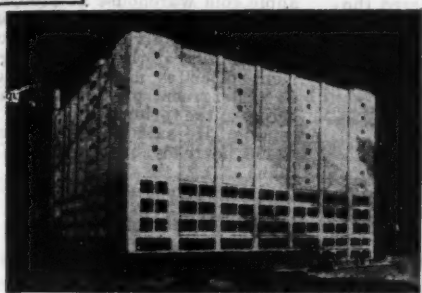
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**British Shipping Held Taxable in California**

In an opinion of possible international repercussions, State Attorney General Robert Kenny of California recently ruled that privately-owned British shipping lines operating in California are subject to the state corporation income tax.

The opinion was issued in response to a request by Gov. Earl Warren who had received an inquiry regarding the taxation from E. R. Stettinius, federal Under-Secretary of State.

The Attorney General's opinion stated that while there was a reciprocal agreement between the United States and British governments eliminating federal income taxes for such shipping companies, this had no reference to California taxation. (Herr)

Rope Requirements Reported Unchanged

Requirements for rope in the third quarter of 1944 will be approximately the same as prevailed in each of the first two quarters of the year, War Production Board officials said at a recent meeting of the Cordage Industry Advisory Committee.

Processing results from the first five months of the year show that the overall rope program is being met despite serious manpower problems facing the industry, WPB said.

Closer Canadian-American Ties Urged At Pacific Northwest Trade Meeting

Shipping, fishing and water-borne commerce between the Pacific Northwest and Canada were among leading topics of the recent meeting of the Pacific Northwest Trade Assn. at Victoria, B. C., Canada. Delegates were addressed by Col. W. C. Bickford, general manager of the Port of Seattle, who strongly urged that Seattle and other ports will find themselves handicapped in postwar shipping and trade unless the armed services release waterfront facilities at war's end. Thirty per cent of Seattle's waterfront facilities are under such control and other ports are similarly handicapped. He advocated efforts on the part of the association to get officials at Washington, D. C., and Ottawa, Canada, to secure such release at the close of the war.

Resolutions adopted asked that the United States and Canadian governments take specific steps towards greater freedom of commerce between the two nations, and also urged development of the fishing industries of

the two nations. As to these latter, also addressed to both governments, they urged action against encroachment on our fishing grounds by other nations, especially referring to poaching by the Japanese as before the war,—surveys of all salmon rivers before permitting construction projects or hydro-electric developments, and formation of an international commission with control over salmon and other fish in the Fraser River basin.

Other resolutions urged removal of trade barriers and reduction of excessive tariffs; equalization of the dollar exchange; agreements on air lines or routes for national and international use of airports; economic cooperation in development of Alaska and the Yukon; and education of the citizenry of both nations on value of foreign trade.

The next meeting, some time in the Fall, will be at Bellingham, Wash. (Litteljohn)

Recapping Plant

Tidewater Associated Oil Co. is starting operation of a tire recapping plant in San Francisco, using line-production technique and modern

equipment. The site chosen is 1169 Bryant St., with 10,000 sq. ft. of floor space initially, more to be added. In charge of the plant will be William Ehlert. The business will be wholesale only. (Gidlow.)

Salary Raises Denied On Great Lakes

The National War Labor Board today denied salary increases for employees of certain Great Lakes shipping operators which would have brought the monthly rate of such employees above those approved by the Board for the Lake Carriers Assn. Increases were directed in some job classifications to bring the rate in line with those paid by the association.

In the cases, which involved approximately 1,150 employees of the Ashley and Dustin Steamer Line of Detroit, Mich.; the Detroit and Cleveland Navigation Co., and the Great Lakes Sandboat Operators, the Board approved the companies' proposals to pay a bonus of 10 per cent of the wages earned during the season to the unlicensed personnel who are on the vessels on or before Aug. 1, and who remain on the vessels continuously until laid off during the lay-up of the vessels after the close of the sailing season. Industry members dissented. The same bonus is being paid by the Carriers Assn.

The Board denied any increase in the present rates of \$178 a month for able seamen, water tenders, firemen and oilers, and assistant electricians; and \$188 for coal passers and wipers, labor members dissenting. Rates for wheelmen and ordinary seamen, however, were ordered raised to \$181 and \$143.50, respectively, industry members dissenting to the wheelmen's

rate. In the Great Lakes Sandboat Operators case the Board ordered the following rates: Steward, \$232; second cook, \$170, and porter, \$143.50. (Kruckman)

Lever Bros. Buys Pepsodent Co.

The Lever Bros. Co., soap manufacturer, has acquired the Pepsodent Co., maker of dentifrices, for \$10,000,000 in cash. Announcement of the deal, without disclosure of terms, was made by Francis A. Countway, president of Lever, and Charles Luckman, president of Pepsodent.

Mr. Luckman will continue as president of Pepsodent, which will operate as a separate division of Lever Brothers, with headquarters and plant at Chicago. No changes with the Pepsodent sales organization. The resulting organization then will handle the distribution of Pepsodent products and the drug products of Lever Brothers, which are Vimms and Lifebuoy shaving cream, and of Lux, Lifebuoy and Swan soap products in the drug field.

Columbia to Re-build

Known as the largest apple cold storage plant in the world, the warehouse of the Columbia Ice & Cold Storage Co., at Appleyard, near Wenatchee, Wash., "apple capital of the world," was destroyed by fire late in March. Fire Chief H. M. Bryson of the Wenatchee fire department,

estimated the damage to the huge apple cold warehouse at \$160,000 and found the fire of "unknown origin." It will be rebuilt as soon as possible, immediately, if the necessary government priorities may be obtained. V. E. Cedergreen, president of the firm believes the priorities will be forthcoming. He said he hoped the plant would be ready by mid-June. (Litteljohn)

Larkin Warehouse Joins Associated Chain

The Larkin Warehouse, Inc., 189 Van Rensselaer St., Buffalo, N. Y., is the new AWI member at Buffalo, Clyde E. Phelps, executive secretary, Associated Warehouses, Inc., Chicago, has announced.

"Larkin Warehouse, Inc., is one of the outstanding warehouse organizations in the eastern territory," Mr. Phelps states. "It has been established in business for over 30 years, and operates one of the largest warehouse organizations in the state of New York. It is on a private siding of the Erie & New York Central Railroad. Its facilities consist of over 700,000 sq. ft. of floor space. The buildings are modern of brick, steel, and reinforced concrete construction. The city of Buffalo is one of the most important storage and distribution centers in the United States. Situated on the Niagara Frontier, it is the junction of all East and Middle-West rail and water traffic."

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Industrial Output
Up 50% in Brazil

Over the five-year period from 1938 through 1943, the value of Brazil's industrial output increased more than 50 per cent, according to Lester J. Kelly, writing in "Brazilian Business," publication of the American Chambers of Commerce in Brazil.

Brazil's industrial output rose to an estimated total of \$1,565,000,000 in 1943 from \$1,000,000,000 in 1938, he reports.

Rising prices partly accounted for the increase in dollar value of Brazilian industrial production during the war years. Nevertheless, Mr. Kelly reports, substantial expansion has taken place in many industrial lines, notably in construction industries, paper-making, rubber goods, chemicals, mineral processing and manufacture of miscellaneous consumer goods. The 1943 output, he notes, was more than three times the 1929 total of \$450,000,000.

Industrial workers, he reports, have increased from around 1,000,000 in 1938 to an estimated 1,500,000 in the end of 1943, while the number of factories has increased from 36,902 to around 80,000.

Sale Approved

Sale of a public utility warehouse operated at Califa, Cal., by J. R. Gibbs to L. D. Gibbs has been approved by the California Railroad Commission. (Herr.)

New Barge Firm

The Gallagher Tug & Barge Co. of Seattle, Wash., has recently been organized for activities on Puget Sound, under the presidency of W. J. Gallagher, who has been with the Washington Tug & Barge Co., for the past 23 years. Associated with him are Colin O'Donnell and Noel Davis. (Litteljohn)

To Convert

Plans have been issued to five selected construction companies in Portland, Ore., to bid on the major portion of a project to convert a block-square four-story building at N. W. Everett and 13th into a cold storage warehouse for the Northwestern Ice & Cold Storage Co., E. G. Zeller, architect, has announced.

Ice Requirements for Refrigeration

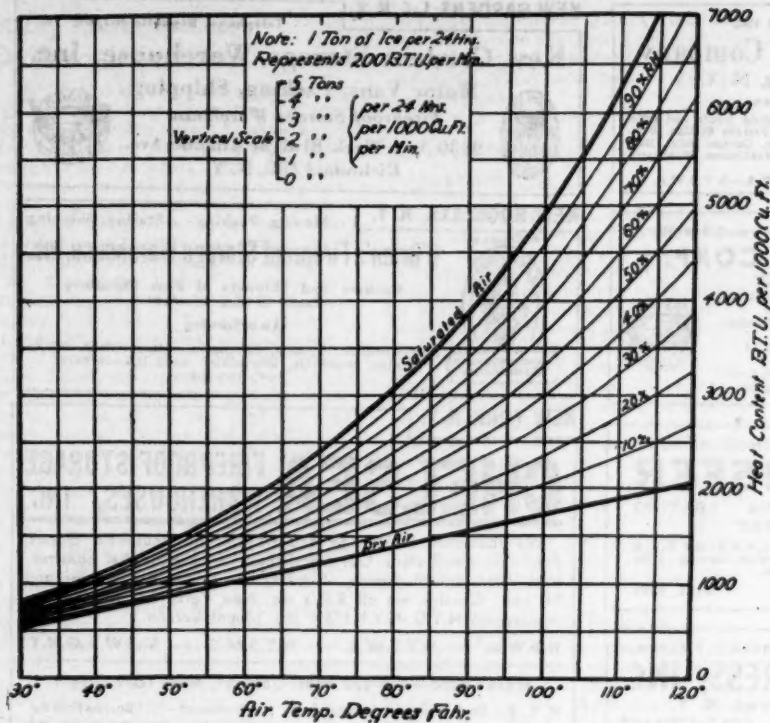
By W. F. Schaphorst, M.E.

THE cooling of air is so commonplace these days that it is important to know the amount of refrigeration or ice required to do it. So, here is an interesting and valuable chart which makes it easy for any reader to solve such a problem. The development of the chart is credited to A. Lewis, chief mechanical engineer, Commonwealth Works Department, Australia, with alterations by this writer converting it into U. S. units.

To apply the chart, find the temperature of the air, using the figures at the bottom of the chart. Then run

upward on the line representing the temperature to the point where it cuts the corresponding humidity curve for the air. Then run horizontally to the right and note the figure corresponding to the Heat Content B.T.U. per 1000 cu. ft.

Let us suppose that you want to reduce the temperature of the air 10 degrees. Run upward on that reduced temperature line until you cut the desired humidity and then run horizontally to the right and deduct the newly determined figure from the former. The difference is the amount



of B.T.U. that must be removed from the air. The method is very simple.

With a pair of dividers or a slip of paper the distance between the two

figures placed along the "vertical scale," shown in the panel, gives the refrigeration required for 24 hours.

For example, how many tons of ice will be required per day to cool 1000 cu. ft. of air per min. having an original temperature of 100 deg. F. and 40% humidity to 90 deg. F. temperature and 20% humidity?

For the sake of clearness the above figures were purposely chosen because the intersections of the lines coincide with round numbers, as will be noted, giving us an even 3000 B.T.U., from which we deduct 2000 B.T.U., and the remainder is 1000 B.T.U.

The distance on the chart from 3000 to 2000 is the same as the distance from 0 to 5 on the "vertical scale." In other words the answer is: 5 tons of ice per 24 hours; or, use a 5-ton refrigerating machine.

Mathematically, by dividing the 1000 B.T.U. by 200 we get the same answer—5 tons of refrigeration.

With any other quantity of air, results are directly proportional. Thus for 2000 cu. ft. of air per min. we would require 5 tons x 2 or 10 tons of refrigeration per day.

For 10,000 cu. ft. of air per min. we would require 5 tons x 10 or 50 tons of refrigeration per 24 hours.

Moves

The offices of Flightex Fabrics Inc. are now located at 93 Worth St., New York City. Removal from the Empire State Building takes the firm back to the cotton goods district where it had been located for many years.

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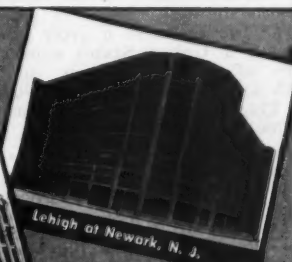
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Our Latin Imports Rise Sharply

United States merchandise trade with the 20 Latin American republics showed an import balance of \$166,000,000 during the first quarter of 1944, more than double the amount of the merchandise import balance of \$79,000,000 for the first three months of 1943, according to the Bureau of the Census, Department of Commerce.

The net United States import balance of trade with Latin America in both merchandise and gold and silver, however, was \$44,000,000, which was 52 per cent less than the \$92,000,000 net import balance for the first three months of 1943. Trade in gold and silver for the first quarter of 1944 showed a United States export balance of \$122,000,000, as compared with a United States import balance of \$14,000,000 in the corresponding period of 1943.

Alcohol From Waste

Bellingham, Wash., is clearing a site for erection of a plant, to cost \$1,000,000, for production of ethyl alcohol from waste sulphite liquor. Directors of the Puget Sound Pulp and Timber Co. have approved a contract with the Defense Plant Corp. for construction of the business premises. The company's vice-president, L. P. Turcotte, said he hoped operations would start in the completed plant by fall. (Gidlow.)

Sweden to Import More U. S. Fruit

Completing a personal survey of the Oregon and Washington centers of dried and fresh fruit production, Ake Malmeus, Swedish commercial attache in California, declared one of Sweden's principal objectives in the field of post-war foreign trade development will be to achieve an increase in the imports of those items from the Pacific Coast of the United States.

Asserting that in 30 years Sweden's fruit consumption has increased seven fold, Mr. Malmeus revealed that frozen fruits are now engaging the attention of Sweden's importers and distributors, a development which should be reflected, he said, in substantial imports of fruit products from the western states of America. (Herr.)

Ford to Build Cargo Gliders

The Ford Motor Co., recently announced that it had received a \$17,000,000 contract from the Army Air Forces for construction of additional units of the Waco CG-13 cargo glider.

Construction of this latest Waco glider will continue at the Iron Mountain, Mich., plant where the CG-4A, an earlier Waco model, has been in production for some time, it is said.

The CG-13 is WACO's third big glider and is also being produced by Northwestern Aeronautical Co., Minneapolis, Minn.

Return to Gold Urged For Foreign Exchange

Elimination of all barriers to international trade and a return to the gold standard to stabilize foreign exchange were advocated by George W. Wolf, president of the United States Steel Export Corp., in an address at the recent Chicago war conference of the American Supply & Machinery Mfrs. Assn.

After the war, Mr. Wolf said, the United States, above all other nations, will have the ability to manufacture and export in astronomical quantities goods now moving abroad for war and lend-lease purposes. We are getting nothing in return, he pointed out. The longer lend-lease and the Foreign Economic Administration continue after the war, he asserted the longer will it be before trade can establish normal markets for interchange of goods.

He urged an international system of clearing balances based on an international unit of currency, backed by gold, as "the very keystone of post-war economic prosperity, both domestic and international." He recommended that effort be made to outlaw preferential agreements restricting opportunity to trade, including territorial and colonial agreements. These, he said, are "unhealthy for world prosperity."

Domestic problems, such as taxation, cancellation of war contracts, disposal of surplus materials and demobilization of the soldiers, he warned, must take precedence over international matters. (Slawson)

Decentralization of Industry

There is so much to be said in favor of this movement that it should occupy an important place in our post-war planning.

BEFORE the current war, a marked trend toward decentralization of American industry was apparent. There is so much to be said in favor of this movement that it would almost seem to occupy a very necessary place in our post-war plans.

Here and there on a rather small scale, manufacturers have moved their plants into rural areas so that employees may not only find profitable industrial work but, in many instances, may turn for periods of the year back to the soil for a part of their incomes.

In some cases, some members of the family may be engaged in farming work while others are employed industrially. Some have gone so far that in planting and harvesting periods the factories have been left with skeleton crews to carry on the work during the required four to six-week periods in the spring and fall of each year. These ideas have worked out advantageously enough in most instances to give us reason to pause and reflect.

Big cities and centralized factories

By HARVEY C. FRUEHAUF

President
Fruehauf Trailer Co.

○ ○ ○

are products of the time when we had no highway transportation. With the coming of adequate highways and efficient motor transport, not to mention the ever-growing increase in air-traffic for special express service, congested areas are no longer so necessary.

From the standpoint of public health, morals, efficiency and enjoyment of life, the rural area promises so much more to the average normal human being that any trend away from the extreme concentration, which has come to be synonymous with our industrial life, should be welcomed by everyone.

There are many movements tying together the farm and the factory. Scientists predict that in the coming centuries much of the raw materials now taken from the mines or wells

will be supplanted by materials resulting from products of the soil. For example, we are just entering the new age of plastics. Many of these plastics are almost entirely derived from vegetable matter transformed by modern science into materials with physical qualities rivaling those of metals which have been developed over the centuries.

Because of the very nature of decentralized operation, we find that the result is in the employment of a greater number of people while, at the same time, increasing efficiency. This is particularly true of motor transport which, of course, is what makes decentralization possible. Here is one modern engineering development that actually saves time and labor while employing more people per ton mile.

Now, while we are looking ahead toward the period after the war, particularly with maximum employment in mind, let us scan carefully the advantages of decentralization of industry and work toward it where it offers obvious advantages.

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MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
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Household goods and merchandise.

Pool cars handled promptly. Motor Service.

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Household Goods — Merchandise
Long Distance Moving — Pool Car Distribution
Private Siding, A. C. L. Railroad Co.
Members, N. F. W. A. — A. T. A.

New Army Warehouses at Los Angeles Harbor Have Distinctive Structural Features

UNDER way in the Los Angeles Harbor District is a warehouse building program which, while designed primarily to meet current demands of the Army in the South Pacific, is expected to play an important part in post-war business in this area.

That present Government-built warehouses will eventually be placed in private hands or under control of the municipality that operates the port is regarded as more than a vague hope by officials of the Los Angeles Harbor District, where warehouse facilities were not too plentiful before the war.

The amount of warehouse space already completed or under construction at the Port of Los Angeles is regarded as being far beyond post-war requirements of the Army and Navy, even were the present huge Navy to be retained intact. It is believed that surplus structures will be sold, leased, or transferred to private operators or placed under municipal control.

Three New Buildings

In June, three warehouse buildings with a combined floor area of approxi-

mately 600,000 sq. ft. were under construction in the Wilmington section of the Los Angeles Port of Embarkation, with completion expected about August 1. Included in the project were rail facilities for handling the tremendous volume of supplies which is expected to flow steadily out of this port during the summer and fall of 1944.

The warehouse site consists of 38 acres on which three structures, each 200x1,000 ft., are being erected by the Robert E. McKee Co. of Los Angeles under contract with U. S. Army Engineers. The contract, including all utilities, such as electrical distribution, sewer and water supply and storm drain systems, as well as access and intra-area roads, approximates a cost of \$1,250,000.

Distinctive Features

While, in general, the warehouses at Wilmington do not differ materially from others built to Army specifications, they have some distinctive features in structural design and use of materials. Being of wood-frame design, their construction requires large quantities of lumber. However, nearly a million board feet of

lumber have been saved by using gypsum board for roof sheathing and siding, and in structural design, without sacrificing engineering requirements.

Each of the warehouses is being erected on a compacted earth fill above the ground surface within reinforced concrete retaining walls. These walls are 4½ ft. high and are set 15 ft. outside the sidewalls of the buildings to provide loading platforms, at either end of which there are ramps. The walls are 8 in. thick and have cantilevered footings.

The wooden super-structures of the warehouses are designed with 20-ft. transverse bays and four 50-ft. longitudinal bays, with interior columns spaced 50 ft. each way. The roof structure consists of four 50-ft. arch-truss spans set transversely, 20 ft. apart longitudinally, and carried on columns and beams connecting the interior columns. The roofs are sheathed with laminated gypsum board made up of two half-inch boards.

Separate Units

Each warehouse is divided into 200x200 ft. units separated by fire

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FARGO, N. DAK.

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GRAND FORKS, N. D.

AWA-NFWA-MNWWA

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Consolidated. All fireproof. P.R.R. siding at Juniata. NYC private siding at Kinsman and Consolidated.

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Five warehouses are ready to help you with your tough jobs. Equipped with 4 locomotive cranes. With buckets and magnets for handling heavy steel or bulk commodities. Other mechanical equipment for handling merchandise.

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NEAL in Cleveland
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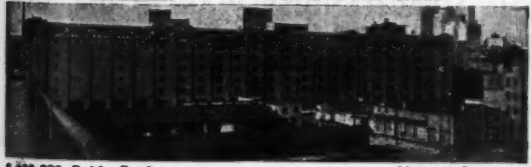
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41 CENTRAL AVE. HARRY FOSTER, General Manager CINCINNATI 2

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Murray Hill 5-9397

walls. These walls in two of the warehouses are of reinforced brick and those in the third building of reinforced concrete. In the sides of the buildings at either end of the fire walls are similar walls, each 16 ft. in length, tied in with the fire walls, which are designed to take care of the shear in seismic movements. The ends of the buildings are similarly reinforced by wood sheathing placed diagonally over the studs on the inside.

A section of 100x200 ft. in each warehouse is being fitted for cold storage, with cork insulation. Refrigeration machinery supplied by Baker Ice Machinery Corp. is being installed.

Other Developments

In addition to the warehouse already under construction for the Army, the officer in charge of construction for Roosevelt Navy Base in the San Pedro area of Los Angeles Harbor has announced plans are being prepared for construction of two warehouses at the Navy Supply Depot, San Pedro. The completed project, including railroad spur tracks, is estimated to cost \$418,000.

Action to meet the demands of the accelerated movement of war materials to the South Pacific also took place at Long Beach when the Army recently approved the application of the Long Beach Harbor Department

for an estimated \$1,750,000 wartime rush project in the outer harbor of the Port of Long Beach.

Designed to provide additional cargo space for use of the supplies division of the Armed forces, War Production Board priorities for critical materials have been approved for the largest private port facility job authorized on the Pacific Coast since the war began.

2,965 Tons of Steel

A contract for \$223,571 was awarded by the Long Beach Harbor Commission to the Columbia Steel Corp. for 2,965 tons of steel sheet piling in 60 ft. lengths. Because no water transportation was available, arrangements were successfully concluded for shipping the steel by rail to Long Beach under special priority rating.

The steel is being used to create four new berths to connect the existing Pier A at Long Beach Harbor with the completed Victory Pier to provide a continuous pier 7,800 ft. long. Utilities, trackage and transit sheds of required scope to service the new berths are included in the project. (Herr.)

New Warehouse

The Virginia State Corporation Commission has issued a certificate of authority to the Union Warehouse

Corp., Luray, Va., to do a warehousing business. Maximum capital of the firm is \$250,000 and W. C. Deming is agent in charge. (Toles.)

Tungsten Output Gains in Bolivia

Bolivia is producing increasing quantities of tungsten, a strategic metal needed by the United Nations for high-speed tool steel, armor plate and other war purposes.

The country's tungsten production for 1943 is estimated at about 3800 metric tons. This compares with 3,363.2 metric tons in 1942 and 2,678.1 metric tons in 1941.

Before the war China was the leading source of tungsten. The metal has continued to come out of that country by plane. The war, however, has increased the need.

Bolivia and other American republics stepped up their production as part of the wartime program of inter-American cooperation to develop hemisphere resources. Bolivian and Chinese production were reported running neck-and-neck, virtually tied for first place.

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THE MERCHANDISE WAREHOUSE CO.

370 West Broad St., Columbus 8

Complete service for
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Private Siding NYC and Big Four
14 Car Capacity

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Centrally Located Modern Facilities
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Merchandise and Furniture Storage

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Automatic fire and burglar alarms—ADT
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Merchandise storage . . . Pool car distribution . . .
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GENERAL WAREHOUSING AND DISTRIBUTION

First National Air Cargo Packaging Forum

(Continued from page 34)

and remain in 100 per cent usable condition.

"Among the commodities handled are such previously unheard of items as storage batteries, properly stowed to prevent tipping and spilling; bombs, unfused, boxed and crated; liquid chemicals, when protected against freezing; solid chemicals, films and flares in metal containers; instruments, when properly packed; engines properly anchored; and, finally, fuel and oil, acids, corrosives, and inflammable liquids.

Marking Containers

"Marking of overseas shipments is of vital importance. AAF material intended for overseas is marked with a single light blue band. In addition, the type of cargo is also indicated. Signal equipment bears the crossed flags of the Signal Corps. ordnance

materials, the flaming bomb, and so on. In addition, attached to the crate or box will be the air freight label, bearing such information as destination airport, consignee, shipping ticket number, requisition or project number, package number, number of boxes in the shipment, weight of package, and contents, destination, consignor, air way bill number, date of shipment, priority number, and appropriate caution labels.

"But there's more to the story than these many numbers and figures. Suppose a plane is to be unloaded on the desert by Arabs, or in the jungle by natives. Well, alert Air Service Command shippers use simple marking easily understandable to the most illiterate to insure proper handling.

"The fundamental principle in packaging for Army air freight is to keep container materials as light as possible. Fibreboard, rather than wood

or heavier materials is generally used. Large assemblies are usually broken down into a number of smaller components to reduce to a minimum package weight; and to facilitate handling at destination. Engines, incidentally, are secured to a special mount, covered with pliofilm, and bolted, mount and all, inside the plane."

Brig. Gen. Wm. E. Farthing, commanding, Atlantic Overseas Air Service Command, was a guest of honor at the luncheon.

Exhibitors

Among the firms that had exhibits were the following: Pratt & Whitney Aircraft; Pan-American-Grace Airways; American Airlines; Aviation Packaging Co., State of Connecticut; Railway Express Agency; United Airlines; Modern Packaging; Transcontinental & Western Air; Northwest Airlines; Pan - American Airways; Robert Gair Co.; Eastern Airlines; The Manhattan Storage & Warehouse Co.; United States Plywood Corp.; Haire Publications; Middletown Air Service Command; Dade Bros., Inc.;

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

D and W, August, 1944—95

Air Transportation; Socony Vacuum Oil Co.; The Container Co.; Academy of Advanced Traffic; Switlik Parachute Co.; Floquill Products, Inc.; Better Finishes & Coatings, Inc.; Cleveland Laboratories & Mfg. Co.; and DandW.

Name "Skyfreighter" Is Copyrighted

(Continued from page 32)

the 21-passenger Flagships, the four-engined 40-passenger Army and Navy transports and the giant planes now on the drafting boards.

With the introduction of "Skyfreighters" the pattern of post-war air service is said to be complete. There may be combinations of types of service. There will be tremendous development in the planes used for each type, American Airline officials say but there are not likely to be more types of service than have been set up with mail planes, passenger day planes, sleeper planes, and cargo planes.

Files Change

The Yonkers Warehouse Corp., 1061 Saw Mill River Rd., Yonkers, N. Y., has filed a certificate of voluntary dissolution in the office of the Secretary of State at Albany, N. Y., and henceforth will continue in business as a limited partnership.

Future Possibilities of Air Cargo Stressed At New England Council Meeting

(Continued from page 30)

supplant them except in certain limited instances and it's greatest utility will be in the long-range high-speed field. If you can do the same job on the ground in the same time at the same cost with the same safety, then there is no advantage in air transportation. I think this will be particularly true of short-haul traffic.

"The erroneous impression has been given from time to time that air transportation is going to replace this or that existing form of transportation. That is not so because air transportation will never replace any other form of transportation any more than you can expect all commodities to move by air. It is granted that the Air Transport Command has in the course of this war flown jeeps, un-assembled airplanes and practically everything else you can name to all parts of the world but there is a catch there, because in a war cost of transportation is not even a minor factor. Air transportation will at all times supplement existing forms of transportation and in turn be supplemented.

"If the airline expansion is to develop as we hope, positive plans must

be made now for airports. The future airplane is going to be much heavier and with a much longer range, so longer and stronger runways will be demanded as well as multiple runways to provide for simultaneous take-off and landings during peak hours of traffic. Without suitable airports capable of handling the larger types of airplanes the airlines will be stymied in their expansion.

"Boston is the natural western terminal for the air traffic across the North Atlantic and as our country develops into an air-faring nation Boston can be the crossroads of our airlines, an enviable position for any community. The prosperity of all New England will be enhanced through air transportation."

In the course of his address, Mr. Damon said that trade papers and the press had done such an excellent job that he would not give a full recital of aviation's accomplishments.

Great Potentialities

Charles I. Stanton, Civil Aeronautics Administrator, said "the day is not far distant, I believe, when all

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Merchandise Storage—Pool Car Distribution

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H. M. CLARK, Pres.

HOLMAN TRANSFER COMPANY STORAGE DISTRIBUTION

SINCE 1864

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Lowest Insurance Rates—Sprinkler Equipped
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Thoroughly Modern Facilities—Customs Bonded
Complete Warehousing Service for Storage
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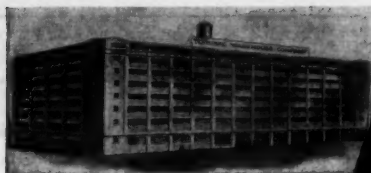
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Each building is equipped with every convenience, designed for the safe, prompt, and economical handling of goods of every kind. All earn low insurance rates.

Special provision is made for the storage of household goods.

Served by both Pennsylvania Railroad and the Reading Company. Convenient to the big piers. Completely equipped pool car department is maintained.

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"Alaskan planes fly 20 times as many passenger-miles; they carry 75 times as much air mail and almost 1000 times as much air express and freight. Alaska has its own peculiar transportation problems, to be sure, but her achievement illustrates what can be done and what may be anticipated elsewhere." (Wellington)

permanent axle weight, 43,000 lb. for permanent 3-axle semi-trailers to 60,000 lb. for similar 5-axle vehicles. Indiana allows 18,000 lb. axle weight and 50,400 gross weights. Michigan allows 18,000 lb. per axle; 44,000 lb. on the 3-axle limits and 60,000 lb. on the 5-axle jobs. Ohio has 18,000 lb. as a maximum and 57,750 for gross weight tops.

ATA Report Cites Load Limit Variations In Recent Survey of State Highway Laws

The great variation of axle load and gross weight load limits permitted by the 48 states and District of Columbia is shown in a recent report published by the American Trucking Assns. with up-to-date statistics on state regulations as of June, 1944.

The tabulation shows that 13 states have made at least one or more concessions on weight limits for the duration, but the entire table shows that the allowances made vary even more greatly than do divorce laws on the books of the various states.

On permanent axle load limits, six states do not specify any limit—Vermont, Florida, Kentucky, Massachusetts, Nevada, and Oklahoma. Kentucky has a maximum gross weight (for 3-axle semi-trailer) of only 18,000 lb., while West Virginia allows 77,000 lb. and California, 73,600.

Illinois allows but 40,000 lb. That is a spread from low to high of 55,000 lb.

On axle load limits, Alabama, Virginia, Tennessee and Illinois are the low, each with 16,000 lb. limit, with Maryland, New York and Rhode Island being the most generous with 22,400 lb. Most states, in fact 31 of them, have permanent legislation allowing 18,000 lb. per axle, something highway users in Illinois have sought for years. Tennessee only allows 30,000 lb. gross weight, making it second to Kentucky in this respect.

There has been some notable temporary setups on maximum weight allowances among a few states. This includes Nebraska's increase from 40,000 to 55,500 lb. for 5-axle jobs and Oregon's rise from 54,000 to 69,000 lb. for the same loaded vehicle.

Some other midwest regulations include Wisconsin with 19,000 lb. for

Truck Industry Expects To Fill Civilian Quota

Contrary to earlier reports, the truck industry expects to fill its quota of 101,000 trucks for essential civilian use, according to C. T. Rasmussen, president, Mack Trucks, Inc.

The civilian truck total was raised to 101,000 from 88,000 following recent cutbacks in military truck production. The cutback, spread over the entire industry, was greater than the subsequent increase in the civilian truck quota.

During the first four months of this year, the industry produced 18,039 trucks for civilian use as more than 200,000 trucks and tractors for the armed services. The slim civilian production for the first month period seemed to foreshadow grave disparity between the assigned quota of 88,000 at that time and the actual number that would be produced, the Mack executive said.

The present military cutback and others that can be anticipated as European war progresses, are

ected to leave the industry with efficient production capacity to meet quota even greater than the new 1,000 ODT allotment for civilian use.

Motor to Rail Switch Authorized by ODT

Substitution of rail transportation for motor common carrier service in designated areas to alleviate traffic congestion and provide for full utilization of transportation facilities has been authorized by an amendment to the order of the Office of Defense Transportation.

The new section sets forth the conditions under which rail service may be substituted for that of the motor carriers and establishes rules and procedure to govern such cases. Substituted service is permitted only under a certificate issued by the Director of the ODT. Procedure to obtain certification is provided.

Substitution of rail for motor service may only be made between points authorized to be served by the substituting motor common carrier or carriers, and between which the motor carrier or carriers continue to provide over-the-road motor vehicle service, the ODT explained.

The motor-rail freight diversion, the ODT said, does not change the rates or charges to shippers or relieve motor carriers from their responsibility to the owners of the property. The motor carrier is required in such cases to pay the railroad its tariff

rates for the rail movement. Rules for loading and unloading shipments and the collection and delivery of less than carload shipments are provided.

Motor carriers may not substitute rail for motor service if the shipper provides otherwise by notation on the bill of lading.



TRUCK, trailer and straddle truck manufacturers, and other highway equipment producers, should seriously consider definite standardization of platform heights, the use of elevating end gates on trucks, trailers, etc., to lift the loads from the ground to the truck bed, and also from the truck bed high enough to service side hatches which in the future probably will be on the second deck of planes. It will be necessary to provide elevating bodies on motor trucks so that the whole body can elevate its load to the plane cargo hatch. In some instances, the bed of trucks will have to be equipped with roller conveyors so that heavy loads can be transferred directly from truck to plane without the use of auxiliary equipment. Many other adaptations of existing mechanical devices for handling and transferring materials will have to be incorporated

into the general handling plan, so as to save time in loading and unloading air cargo.

In planning and developing airports for the future, it is going to be necessary to forget the present practices of loading and unloading and rehandling cargo on docks, platforms, etc. It is going to require overall planning in order to facilitate the quickest possible handling of cargo. There is no need to build large, cumbersome physical structures which will not accommodate the changes that will have to take place in airplane design. (M.W.P.)

Appeal to Congress

Pittsburgh Chamber of Commerce through its waterways committee, Capt. W. B. Rodgers, chairman, has asked Congress to get control of water resources development, and that future projects such as flood control be considered in relation to other projects. (Leffingwell)

Change of Name

The names of the Lubbock Transfer & Storage Co., Lubbock, Tex., and the Red Ball Transfer & Storage Co., Odessa, Tex., have been changed to the Luther Transfer & Storage Co. H. T. Luther has been the sole owner of both of the named concerns for a number of years and continues to be the sole owner of the Luther Transfer & Storage Co. The change has been made to simplify the accounting system.

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Established 1918

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CORNER BEESON BLVD. & PENN ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING

Private Siding B. & O. R.R.

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General Storage and Distribution

Prompt and Efficient Service

12 Car Track Located on Lehigh Valley RR. Switches
Storage-in-Transit and Pool Cars

19 New Bennett St. Wilkes-Barre, Pa.

Elevator (Bucket)

(Continued from page 28)

might have descriptive titles, but they are generally constructed on one of the three principles outlined above. We wish to point out the difference between elevators and conveyors. The units described here are for elevating only, either in a vertical or inclined direction, and have nothing to do with the horizontal movement of the material. It is important in building the elevator to provide a sufficiently strong headshaft and bearing for supporting the load of the buckets, chain and material, and to provide adjustment bearings or take-ups in the boot. Take-ups can be provided in the head section, in special installations, when necessary. The drive should always be in the head section, or at the top of the lift.

Vertical elevators usually are preferable, as those placed at steep inclines require carrying idlers or supporting runways along the load run, and it is sometimes difficult to support the return run.

Application—The bucket elevator is primarily for the handling of loose or bulk materials with lumps no larger than will properly fit into the bucket. They are used extensively in the handling of coal, chemicals, grain, flour and similar materials which are not of a sticky nature. Some bulk materials which are light and fluffy do not handle well in bucket elevators of the centrifugal discharge type be-

cause of the speed. These elevators are generally used for raising bulk material to and from horizontal conveyors of other types or from feeders, etc., to bunkers or hoppers.

Conveyor (Screw)

(Continued from page 28)

around the shaft. This tendency can be reduced and in some cases eliminated by using the ribbon conveyor screw, in which a narrow helix is held in position by arms radiating from the central shaft. Sometimes two ribbons are used of the same or different pitches for straight conveying and of the same or different hands when mixing effect is desired.

Other special forms of screws are the "paddle flight," where each flight is made with two opposite blades twisted like a screw propeller; the "cut flight" where deep cuts are made in the periphery of a continuous flight; and the "cut and folded flight," where portions of the cut flight screw are bent backwards in addition. Intermediate paddles are also often fastened to the shaft to give added mixing power. Material is usually fed into the trough at the top of one end, and may be delivered through the opposite end or through bottom openings at the end or any desired intermediate point. Suitable gates control the discharge at these intermediate points.

Screw conveyors run in straight lines, either horizontally or on an in-

cline, and when turns are encountered, it is accomplished by having one screw conveyor discharge into the top of another in a lower plane, at any angle desired, and the power or drive is transmitted from one to the other by simple gear arrangements. If they are required to be in the same horizontal plane, miter gear ends are used and material delivered at the discharge end of one conveyor is pushed across a horizontal passage to the receiving end of the other. With this arrangement resistance is excessive and it should not be used when the two-plane type is possible. Some screw conveyors have been built consisting of a cylindrical tube with a continuous spiral fitted in the inner periphery, and the entire cylinder is revolved bodily supported outside by suitable loads, the material being moved forward by the screw action. This is not a common use but is sometimes installed to effect or eliminate the internal bearings, required in the regular type of screw conveyor.

Application—Screw conveyors can be used for handling bulk materials, but it must be remembered that due to the action of the revolving light, and the fact that material is pushed past the internal bearings, there will be a certain amount of breakage if the material is of a lumpy nature. They have been used on such materials as coal, meal, seeds, cereal, cork, sawdust, and, if built of special alloys, they can handle certain gritty materials. Care should be taken to see that the material is not contaminated by contact with the screw, and it must

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be remembered that there is also a certain amount of material remaining in the bottom of the trough when the conveyor is shut down.

Conveyor (Reciprocating)

Definition—This class of conveyor is of two types: the reciprocating trough conveyor, sometimes called the "grasshopper conveyor," and the reciprocating flight conveyor.

Description—Both types of these conveyors operate on the principle of reciprocation. The type of conveyor known as the "grasshopper" is built on the principle of a hopping or jumping movement which is imparted to the material being conveyed by the movement of the conveying trough upward and forward. The conveyor consists principally of a trough generally built of steel and of the proper depth and width for the capacity required and the material to be handled. In one type the trough is supported on flexible arms at close intervals, these arms being inclined to a certain extent so that the trough moves up as well as forward and a vibrating motion is imparted to it by an eccentric rod. In another type, the trough is supported by or suspended from laminated spring legs. In either case, the throw is small and the speed fairly high. The eccentric rod is fitted with springs where it is connected to the trough so as to absorb the shock. The driving shaft is equipped with fly wheels which make the operation more uniform. The re-



Reciprocating Conveyor

ciprocating flight conveyor consists of a frame usually built of steel, which is made to move back and forth, and underneath which are hung fitted flights or pushers, which, when they move forward, push the material into the trough, and when they move back, lift up and ride over the material. The flight frame is equipped with rollers or wheels spaced at intervals and the wheels travel on tracks on each side of the trough. The reciprocating movement is imparted by eccentric rods or cranks and connecting rods.

Application—While both types are known as reciprocating conveyors, they have different applications. In the type of the "grasshopper," the material may be screened in transit, and delivery may be made at the end of the run or at any other point, through gates or openings in the bottom of the trough. They are, therefore, used extensively as picking or sorting tables, as well as feeders. They are particularly adapted for handling materials which are more or less sticky, especially raw sugar. In fact, this type of conveyor is used extensively for this purpose, since it handles the sugar without grinding or

cutting the crystals, and is self-cleaning when in operation. The reciprocating flight conveyor is used more for handling bulk materials of an abrasive nature, or for handling foundry sand. Its suitability for this sort of work is due, principally, to the two wearing parts, since the rollers and the hinges of the flights are above the material and sufficient clearance can be left between the bottom of the flight and the trough so that the material slides along mostly on a bed of the material itself, instead of sliding on the trough, thereby reducing wear.

Coast Agency

Blake, Moffitt & Towne, pioneer wholesale distributors on the Pacific Coast with headquarters in San Francisco, are now distributing the Whiz industrial products line manufactured by R. M. Hollingshead Corp., Camden, N. J. The Whiz line includes more than 50 industrial maintenance products.

Corporate Change

A change in the corporate setup of Central Warehouse & Draying Co., San Francisco, has been approved by the California Railroad Commission whereby all interests and control in the firm's properties at 164 Townsend St. are transferred to Ben Cassinerio, who was owner of four out of five of the outstanding shares of stock in the company. (Herr.)

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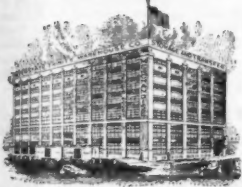
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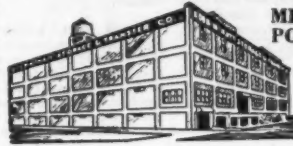
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People . . .

Matthew W. Potts, materials handling editor of "D and W," who also is a technical consultant to the Bureau of Supplies and Accounts, U. S. Navy, recently lectured before an audience of contractor key personnel, field section managers, and naval officers at the Naval Advance Base Depot, Davisville, R. I., on modern materials handling. At the conclusion of the lecture there was an open discussion on depot materials handling problems, with Mr. Potts answering rapid-fire questions from the floor. The July 8 issue of "The Depot News," published at the naval base, carries the following paragraph, including the exclamation point at the end: "Result of the meeting? Plenty of new ideas, time-saving short-cuts, increased material per sq. ft. of storage space, and tips on what modern handling equipment can do!"

Lawrence C. Turner has been appointed acting director, Inland Waterways Division, ODT.

Pittsburgh Traffic Club has elected the following officers: president, R. M. Paisley, vice pres., Pittsburgh & West Virginia R.R.; 1st v.p., A. B. Smith, general passenger agent, Pennsylvania R.R.; 2nd v.p., A. N. Von Pein, traffic manager, Oliver Iron & Steel Co.; 3rd v.p., J. P. Kless, traffic manager, Koppers Co.; Wood Preserving Division; sec'y, N. J. Conway, general agent, Texas & Pacific R.R.; treas., D. E. Morgan, traffic manager, Follansbee Steel Corp. (Leffingwell)

Because of added responsibilities and duties connected with his recent appointment as Warehouse Consultant to the Space Control Committee of the Surplus War Property Administration, Warren T. Justice has found it

necessary to be relieved of the chairmanship of the American Warehousemen's Assn. Emergency Advisory Committee. He will continue as a member of the committee. David L. Tilly, member of the AWA Executive Committee and president, New York Dock Co., has consented to take over the duties of chairman. The following are members of the Emergency Advisory Committee: David L. Tilly, chairman; H. C. Avery, Elmer Erickson, J. W. Howell, W. T. Justice, R. M. King, J. K. Weatherred and Charles E. Nichols, secretary.

Because of the pressure of business, R. E. Abernethy, president and general manager, Interstate-Trinity Warehouse Co., Dallas, Tex., has resigned as chairman, Texas Intrastate Moving Rates Committee. Dan J. Dalberg, Westheimer Transfer & Storage Co., Houston, Tex., has been appointed to succeed Mr. Abernethy, who will remain a member of the committee.

Personnel changes in the traffic department of American Airlines, effective Aug. 1, include: Willis G. Lipscomb, general traffic manager, becomes assistant vice-president—traffic; W. M. Miller, assistant vice-president—operations; M. D. Miller, regional vice-president, southern region, Dallas; Wm. Bump, regional vice-president, New England, Boston; Al Bone, regional vice-president, Western, Los Angeles; Lou King, regional vice-president, Central, Chicago. J. A. Wooten, formerly cargo traffic analyst, becomes cargo traffic manager.

F. F. Sampson, manager, New York Branch,

the Electric Storage Battery Co., Philadelphia, Pa., retired on July 1 after 30 years of service. Daniel P. Orcutt, who has been assistant manager since 1921, succeeds Mr. Sampson as manager.

Joseph Marias, former chairman of the Board of State Harbor Commissioners, has resigned from his position as executive vice president of the Los Angeles Tankers Co., Los Angeles, to return to San Francisco, his home, and become export manager of the export and import department of the Sunset Produce Co. (Gidlow)

Personnel changes made as part of a general post-war plan to fortify the sales structure of the Raybestos Division, Bridgeport, Conn., have been announced by Robert B. Davis, general manager. Norman Leeds, Jr., formerly replacement sales manager, becomes general sales manager; Sidney E. Shepard, previously sales promotion and advertising manager, is now director of replacement sales, and James L. McGovern, Jr., who was eastern zone manager, becomes supervisor of replacement field sales. Other appointments include Jerome W. Brush, Jr., as manager of the rubber products department; A. A. Woodruff, Jr., as manager of the industrial products department; Frank Crook as manager of transportation sales, and C. T. Begg as director of service sales.

George Radich, manager, Columbia River Packers Assn., has accepted an executive position with Franco-Italian Packing Co. on Terminal Island, San Francisco. (Haskell)

Col. L. H. Brittin, pioneer air line operator, founder of the Northwest Airlines, and more recently consultant for the Aeronautical Chamber of Commerce and for Wayne University's air cargo research, has been named director of the Evans Transportation Research, with headquarters in Washington, D. C.

Raymond Francis Connors, New England newspaperman, has joined the public relations staff of Pennsylvania-Central Airlines, Washington, D. C.

William E. Kress has been appointed sales manager of the Middle West for Philco Corp., with headquarters in Chicago. Mr. Kress succeeds John M. Otter, who was named sales manager for the Home Radio Division.

Traffic and Transportation Assn., Pittsburgh, Pa., has elected the following officers: president, Mal Mollman, chief rate clerk, Baltimore & Ohio R.R.; vice pres., Harry Mould, asst. traffic supervisor, Westinghouse Electric & Mfg. Co.; treas., Perry Sigler, manager, Trucking, Inc.; sec'y, William James, chief clerk, Union Pacific R.R.; recording sec'y, William Gaffey, asst. traffic manager, United Engineering & Mfg. Co. (Leffingwell)

Emory R. Roraback of New York was elected president, Karl G. Schuman of Syracuse was elected vice president, and Edward J. Costich of Rochester was elected to his fourth successive term as secretary-treasurer of the New York State Warehousemen's Assn.

Appointment of H. V. C. Wade as director of the State Port Authority of Virginia, effective July 15 has been announced by William McC. Paxton, chairman. Mr. Wade has been associated with the Richmond Chamber of Commerce as executive secretary and traffic manager.

Robert Brinkley, general traffic manager, Pennsylvania Central Airlines, has contributed his eighth pint of blood to the American Red Cross and has become a member of PCA's "Gallon Club."

C. W. (Bill) Garratt, recently appointed traffic manager in Chattanooga, is the first employee of Pennsylvania-Central Airlines to

return from military service to his "old job." He was an air force lieutenant, flew a B-25 bomber and was recently given a medical discharge.

Gerrit Fort, widely known veteran railroad and transportation official, former president of the Mystic Terminal Co., Boston, and vice president of Boston & Maine Railroad Co., up to his retirement a few years ago, at a recent meeting of the Boston Tidewater Terminal, Inc., Boston, Mass., was reelected chairman of the board of that company. (Wellington)

Rudolph G. Rydin, assistant to the president, Santa Fe Railway, has been appointed executive representative at San Francisco. He succeeds Gerald E. Duffy, appointed assistant vice president in charge of traffic with headquarters in Chicago. E. S. Marsh, chief clerk, president's office, has been appointed assistant to the president, succeeding Mr. Rydin.

New full-time secretary-manager of the Montana Motor Transport Assn. is Dan Barney. He has been examiner and specialist with ODT for the past year and a half. Previously he was connected with trucking organizations and transportation departments of various businesses. (Gidlow)

R. G. Rule, president, AP Parts Corp., Toledo, says after the war his firm will open a manufacturing plant on the Pacific Coast. (Gidlow)

John H. Keefe, president, Santa Fe Land Improvement Co., and other non-carrier affiliates of the Santa Fe Railway, has been elected a vice president of the Santa Fe Railway.

H. W. Clough, vice president, Belden Mfg. Co., Chicago, has been appointed a vice chairman of the newly formed Aircraft Electrical Council, made up of more than 50 member companies of the National Electrical Mfrs. Assn.

R. E. Abernethy, president and general manager, Interstate-Trinity Warehouse Co., Dallas, Tex., has announced the election of three new officers of the firm: John A. Metzger, vice president and assistant manager; Ernest W.

Dublin, secretary and merchandise manager; and Alfred J. Compton, treasurer and auditor.

Charles A. Koch, a pioneer of the aviation industry, recently resigned as production engineer at Ford Willow Run Bomber Plant and is now sales engineer of Pollak Mfg. Co., Arlington, N. J.

Harold T. Youngren has been named director, engineering development, Borg-Warner Corp. C. S. Davis, president, has announced that Youngren has held the position of chief engineer with Oldsmobile division of General Motors since 1933.

R. G. Engstrom has been elected vice president, Terminal Tower Co., the Prospect Terminals Building Corp., and the Cleveland Terminals Building Co., succeeding Harry I. Wells, who resigned to become vice president and general manager of the Union Lenox Co. (Kline)

James P. Reese has been named traffic manager and Walter H. Rickard assistant traffic manager of R. M. Hollingshead Corp., Camden, N. J. V. P. Bresnan has been named assistant sales manager of the Whiz Automotive Division of the Hollingshead Corp. (Kline)

John E. Weber, for many years traffic official with Norton, Lilly & Co., Los Angeles, has transferred his activity to the Isthmian Steamship Co., Los Angeles. (Herr)

Charles Minick has been named traveling freight agent for the Pacific Electric Railway Co., with headquarters in Los Angeles. He succeeded T. E. Gentry, who is on leave with the Armed Forces. (Herr)

Sara E. McCall, traffic manager, Cook-Boyston Co., Los Angeles, has been elected president of the Womens Traffic Club of Los Angeles. (Herr)

Absent from his duties for the past six months because of illness and an operation, Walter Jessup, traffic manager of the Kraft Co., Los Angeles, recently resumed his post. (Herr)

Alfredo de los Rios, long-time exponent of the unification of the Americas through com-

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Agents—ALLIED VAN LINES, INC.

Storage, Cartage, Pool Car Distribution



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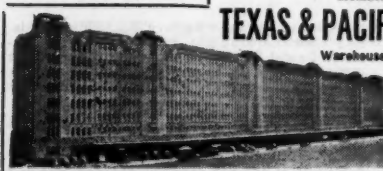
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Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
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Houston 13

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Fireproof Sprinklered Warehouses

Located in the heart of the wholesale district

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Better Warehousing in HOUSTON

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Office Space Display Space Parking Space
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Weighing complete Shiplside Services with
Sampling berthing space for eight steamers.
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HOUSTON WHARF COMPANY

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Pool Car Distribution

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Shiplside and Uptown Warehouses

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Lone Star Package Car Co.

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Members N.F.W.A.
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OFFICE SPACE — PARKING SPACE
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Established 1901

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Warehouses Sprinklered Throughout.
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Sprinklered—A.D.T. Watchmen

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Complete Storage and Distribution Service

Over 50 years of satisfactory service

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mon interest in civilian flying, and founder of the Inter-American Escadrille, has joined the Fairchild Engine and Airplane Corp., and will be active in foreign sales work as assistant to A. B. Stocker, director of foreign relations, with headquarters in Washington, D. C. The Escadrille was originally conceived to promote private flying between American countries, but now it carries out a program of training and education with more than 2,000,000 Latin-American boys. (Kline)

The Cleveland Export Club has changed its name to the Cleveland Export-Import Assn., adopting a new constitution and new by-laws, reflecting the members' viewpoint that exporting will depend largely on two-way foreign trade. New officers are: President, A. F. Munhall, treasurer, Columbian Vase and Mfg. Co.; 1st v. p., R. L. Boughton, export manager, White Motor Co.; 2nd v. p., R. C. Manning, sales manager, Rotor Tool Co.; treasurer, J. A. Hess, Central National Bank; secretary, Charles J. Thomas, director, trade expansion program, Chamber of Commerce. (Kline)

Stuart F. Brown, formerly in charge of the priorities department of American Brake Shoe Co., has been named director of exports for the company, replacing John W. DeLind, Jr., now export manager of the Crosley Corp. W. J. Mohr has joined Brake Shoe's export division as a foreign representative. (Kline)

Eugene Caldwell, general manager, Hyster Co., Portland, Ore., has been elected a vice-president of that organization according to an announcement by Ernest G. Swigert, president, and Frank R. Ross, manager, Eastern Division, has been named a vice-president and member of the Board.

El Roy Payne, former vice-president of the company, has been elected president, Payne Furnace & Supply Co., Beverly Hills, Cal., succeeding his father, the late Daniel W. Payne. John H. Keber, former sales manager, has been elected vice-president. The new president is the incumbent president of the Pacific Coast Gas Assn. (Herr)

Ray Morse, who served as manager of the Los Angeles wire rope department of Wickwire Spencer Steel Co. for the past 11 years, has been named sales manager of Wood Mfg. Co., Los Angeles. (Herr)

William B. Worden has been appointed district representative in the southwestern area for R. G. LeTourneau, Inc., with headquarters in Hollywood, Cal. His jurisdiction extends from Los Angeles to Salt Lake City, Utah, and Phoenix, Arizona. (Herr)

The naming of Reed Bekins of San Francisco as chairman of the board of directors, and of Daniel P. Bryant, W. C. Elliott and L. W. Waller, all of Los Angeles, to membership on the board, has been announced by Bekins Van & Storage Co. The company's officers are Milo Bekins, president; Herbert B. Holt, vice-president and general manager; Hal Kern, vice-president; L. W. Waller, vice-president; and D. F. Bryant, vice-president and secretary. (Herr)

George Schirmer, active in Southern California waterfront circles for 25 years and for several years a director of the Waterfront Employers' Assn., has been elected vice-president of the General Steamship Corp. of Los Angeles. (Herr)

John H. Burgin has been named district freight agent in the Oakland-San Francisco, Calif., area for Republic Carloading & Distributing Co. (Herr)

E. Jay Hogan, formerly Chief of WPB's Storage Branch, has recently left the War Production Board for some other government organization, his new assignment being of such a nature that public announcement of it has not been made. Francis J. Sette is now Director of the Transportation and Storage Division in WPB's newly created Bureau of Stockpiling and Transportation. He is assisted by George A. Dugan as Chief of the Warehousing Section and Harvey Sunderland as Chief of the Protection Section of the Storage Branch.

Harold C. Arnot, director of the division of motor transport of the Office of Defense Transportation since his appointment by the late Joseph B. Eastman last October and his assistant, E. Spencer Rider, resigned as of July 1. Mr. Arnot will return to private business.

Miss Beatrice Parker, assistant secretary, Southwest Warehouse & Transfermen's Assn., has been elected and installed as second vice-president, Fort Worth Woman's Traffic Club.

"Printer's Ink" recently carried an article, "The Traffic Manager's Place in Distribution," by Milton Goldstein, traffic manager, Serutan Co., Jersey City, N. J. It develops the relationship between logistics—military and commercial. Also, the work of the industrial TM in wartime and peacetime operations is explained.

Harold J. Gerrard, traffic manager, Whitehead Bros. Co., has been elected president, Alumni Assn., Academy of Advanced Traffic, New York, for the ensuing year.

The appointment of Col. Arthur H. Rogow, QMC, as Director of Procurement, Jersey City Quartermaster Depot, has been announced by Col. George F. Spann, QMC, Commanding Officer. Col. Rogow replaced Lt. Col. James V. Demarest, QMC, who has been assigned the post of Depot Inspector.

John F. Johannsen has been named export manager for the Williamette Hyater Co., Portland, Ore., and Peoria, Ill.

Alfred D. Edgerton, resident patent counsel for The White Motor Co., has been promoted secretary, engineering department, while retaining his title of patent counsel.

Personnel changes made in Pittsburgh recently include: Ed. F. Friend has been appointed assistant traffic manager, Pittsburgh Coal Co. R. H. Haley, traffic manager, American Steel & Wire Co. at Worcester, Mass., has been transferred to Cleveland, Ohio, as general traffic manager. C. Walter Trust has been appointed vice-president of the traffic department, U. S. Steel Corp. Geo. Ramsbacher has been appointed general freight agent, Merchant Shippers Assn. Alan B. Clark is general freight agent, Stordor Forwarding Co. C. E. Armstrong, Ed. Miller, Dick Morey and Harry Zeber, Jr., have opened a Pittsburgh office for Central Railroad of New Jersey. Bruce Dickson, formerly of Central Railroad of New Jersey, now is general freight agent, Reading R. R. (Leffingwell)

Appointment of George H. Compter as staff engineer in the Aeronautics Division, Society of Automotive Engineers, has been announced. Mr. Compter, until recently, was manager, inspection salvage department, Brewster Aeronautical Corp., Long Island City, N. Y.

Walter R. Guild, secretary, Massachusetts Warehousemen's Assn., and manager, Boston Federal Emergency Warehousemen's Assn., was elected vice-president of the Boston Trade Assn. Executives, composed of 64 associations in New England. Mr. Guild is also managing director of the New England Mfg. Confectioners Assn., the New England Paper Merchants Assn., and the Cigarette Merchants Assn. (Wellington)

Harvey M. Johnson has been appointed chief traffic officer of the Missouri Pacific Lines, succeeding J. A. Brown, retired. Eugene Mock, formerly executive assistant to the chief traffic officer, succeeds Mr. Johnson as general freight traffic manager. Others advanced by the railroad are C. D. Bordelon, formerly freight traffic manager, who succeeds Mr. Mock; T. B. Duggan, assistant freight traffic manager, who succeeds Mr. Bordelon; H. R. Wilson, formerly general freight agent, who succeeds Mr. Duggan and Cecil L. Nuttall, formerly research traffic assistant, who succeeds Mr. Wilson. (Wellington)

Gilbert K. Brower, chief materials engineer, American Airlines, Inc., has been appointed vice chairman, Coordinating Lubricants Research Committee, a general division of the Coordinating Research Council, sponsored by the American Petroleum Institute and the Society of Automotive Engineers. The Council

centralizes, correlates and promotes research on problems common to the petroleum and automotive industries.

Gerald Shoup, traffic manager, Kroger Grocery and Baking Co., has been elected president, Fort Wayne Transportation Club for the coming year, succeeding Dale Tata. Other officers elected were: J. C. Shollenberger, Pennsylvania Railroad freight agent, vice-president; Roy Weist, Magnavox Co. traffic manager, treasurer. Virgil Johnson, Studebaker Corp. traffic manager, and Carl Bahlinger, Security Cartage Co. sales manager, were elected to the board of directors. (Kline)

Lt. Col. Clem D. Johnston, former vice-president of AWA's Merchandise Division, reports his present mail address as APO 430, c/o Postmaster, New York.

Joseph Morningstar, president, Paisley Products, Inc., has announced the appointment of Laurent J. LaBrie as technical director of the Chicago and New York City plants.

M. K. DeWitt, traffic manager, Lamson and Sessions Co., has been elected president of the Traffic Club of Cleveland. Other officers named were: E. G. Cook, general agent for the Southern Pacific Lines, 1st v. p.; Henry E. Boyer, traffic manager, White Motor Co. 2nd v. p.; Frank J. Knecht, traffic service agent, Illinois Central System, treasurer; and Thomas F. Cahill, general manager, Cleveland and Buffalo Transit Co., Inc., secretary. (Kline)

Clarence E. Rowley, manager, transporta-

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Brick building equipped for economical storage and
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LOCATED IN HEART OF BUSINESS DISTRICT
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tion department, Toledo Chamber of Commerce, has resigned to become affiliated with the traffic department of the Electric Auto-Lite Co., Toledo. (Kline)

George F. Bauer, formerly international traffic analyst with Air Cargo, Inc., has resigned and organized the firm of George F. Bauer Associates, 31 Nassau St., New York 5, international consultants on air commerce, group programs, post-war plans, surplus materials and world trade. Mr. Bauer was formerly export manager of the Automobile Mfrs. Assn., a commercial agent in the Bureau of Foreign and Domestic Commerce, and an aid to the financial adviser of Haiti. He has traveled extensively and is versed in several languages.

Return of M. C. Horine as Mack Sales Promotion Manager following his resignation from the War Production Board, has been announced by C. T. Ruhl, president of Mack Trucks, Inc. For the past year Mr. Horine had been research consultant to the director of the Automotive Division of the WPB with offices in Washington.

Charles B. Roeder, formerly of the Office of Defense Transportation, has been appointed traffic manager of American Home Foods, Inc., the food division subsidiary of American Home Products Corp. Mr. Roeder will supervise the traffic activities of all American Home Foods' units, which include Harold E. Clapp, Inc., baby foods, Rochester, N. Y., and San Jose, Cal.; G. Washington Coffee Refining Co., Morris Plains, N. J.; and P. Duff & Sons, Inc., Pittsburgh, Pa., baking mix manu-

facturer Mr. Roeder will be assisted by the company's unit traffic managers: E. D. Katas, Harold H. Clapp, Inc.; Ray Dasch, P. Duff & Sons, Inc.; and T. H. Lorenz, G. Washington Coffee Refining Co.

In matters involving policy and integration of corporation-wide traffic operations, Mr. Roeder will work under the supervision of George O. Griffith, General Traffic Manager of American Home Products Corp.

OBITUARY

Hollis Thompson, vice president, American Airlines and president of American Airlines de Mexico. He had charge of the company's entire program of development. He was City Manager of Berkeley, Cal., from 1930 to 1940. Mr. Thompson was recognized as an authority on city government by civic leaders, by the International City Managers' Association, which elected him president and director, and by various national publications to which he contributed articles on public administration. In March, 1940, he joined American Airlines as regional vice president, with headquarters in Los Angeles. Two years later he went to Mexico as vice president and general manager of the newly organized American Airlines de Mexico and succeeded to the presidency in 1943.

Reginald T. Blauvelt, Sr., 69, owner and president, Lincoln Storage Warehouse of East Orange, N. J., and a former Essex County Freeholder. Mr. Blauvelt became head of the

warehouse in 1905 and later was first president of the Mayflower Warehousemen's Assn.

Power Byrd Thompson, 85, general traffic manager for many years of the Baltimore Steam Packet Co., Baltimore, Md., until his retirement 10 years ago. (Ignace)

Willard H. Hookway, owner, Hookway Storage Co., Syracuse, N. Y. During a long business career in Syracuse he had been a bookkeeper at the Merchants National Bank, a coal dealer and a contractor before entering the storage business.

Henry J. Crandall, 75, former president, Crandall Transfer & Warehouse Co., Moline, Ill. Going to Moline from Tiskilwa in 1904 he organized one of the city's earliest transfer companies. In 1920, he built the Crandall Building where the Crandall Transfer & Warehouse Co. was operated until 1937 when Mr. Crandall retired from business.

Nelson B. Gosline, 60, vice president and secretary, Rock Island Transfer & Storage Co., Rock Island, Ill. He had been active in the city's business and civic life for more than 25 years; was born July 20, 1884, at Lawrence, Kan., was a graduate of the University of Michigan, where he received his degree in engineering in 1905. Going to Rock Island with the U. S. Engineers in 1911, Mr. Gosline later, with Fremont Klove and Otto F. Hildebrandt, founded the Rock Island Transfer and Storage Co. In 1918 the company was purchased by B. L. Burke, Mr. Gosline remaining with the new company as vice president and secretary.

Ernest B. Stewart, superintendent of the household goods department, Dallas Transfer & Terminal Warehouse Co., Dallas, Texas. He had been associated with the firm since 1928.

Andrew Anderson, 84, pioneer storage and transfer executive of Seattle, Wash. He had been a member of the Pioneers Assn. of Washington, although a native of Denmark. He had moved to Seattle in 1888. In 1897, he took part in the "Gold Rush" to the Klondike. After returning to Puget Sound and re-settling in Seattle, he went into the transfer and storage business, operating the Anderson Transfer & Storage Co. for many years before his retirement. (Littelljohn)

W. H. Purcell, 80, founder and for 43 years president of the Alliance Machine Co., Alliance, O. The firm is one of the country's leading overhead crane manufacturers. Mr. Purcell was a past president of the Overhead

Crane Institute of America. He also was one of the founders of the Machined Steel Castings Co., the Alliance Structural Co., and the Alliance Mfg. Co. He had been active up to a few days before his death. (Kline)

Vernon Edler, vice president-general manager, Peerless Pump Division of Food Machinery Corp., Los Angeles, Cal. He was founder of the Vernon Edler Co., which in 1929 was merged with Food Machinery Corp. He subsequently became resident manager of the corporation at Los Angeles and was elected vice president in 1935 when he became general manager of the Peerless Pump Division. (Herr)

Stanley F. Mattoon, 42, an active figure in California transportation circles for the past 20 years. At the time of his death he was manager at Long Beach, Cal., for the Moore-McCormack Lines. He was a former president of the Los Angeles Transportation Club, and prior to the outbreak of the war was head of

the Anderson-Mattoon Co., Ltd., steamship agents and freight forwarders. (Herr)

J. T. Steeb, 78, head of J. T. Steeb & Co., customs house brokers, and a colorful and respected figure in marine circles in Tacoma and Seattle, Wash., for more than half a century. He was for a time U. S. shipping commissioner and served several terms as president of the Seattle Merchants Exchange. (Haskell)

Charles C. Daniel, Sr., president, Central Storage Co., Kansas City, Mo., and one of the organizers of the Kansas City Warehousemen's Assn. After attending State Normal School, Mr. Daniel was a school teacher for a few years. Later he became manager of a transfer and storage firm, and 10 years later bought out the business. He was a past president both of the Kansas City and Missouri Warehousemen's Assns., and was active in the American Warehousemen's Assn.

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Goods Moved, Packed, Shipped and Stored.
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Office and Light Manufacturing Space Lowest Insurance
Field Warehousing

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200,000 SQ. FT. OF MODERN FIREPROOF SPACE
LOCATED IN THE EXACT CENTER OF THE CITY
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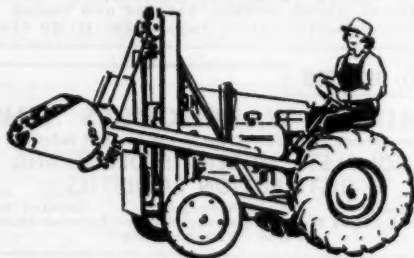


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INDEX TO GENERAL ADVERTISERS

Public warehouse advertisements start on page 55 and are arranged alphabetically by states, cities and firms.

A	
Air Transport Association of America.....	35
American Airlines, Inc.	33
American District Telegraph Co.	47

B	
Baker-Raulang Co.	1
Bearse Mfg. Co.	51

C	
Case Company, J. I.	110
Curtiss-Wright Corp.	Second Cover

D	
Darnell Corporation, Ltd.	47
Diagraph-Bradley Stencil Machine Corp.	38
Dillner Transfer Co., W. J.	Front Cover

E	
Edison Stge. Battery Div. Thomas A. Edison, Inc.	48
Electric Storage Battery Co.	25

F	
Farquhar Company, A. B.	48
Filter Paper Co. (Equip. Div.)	49
Flexrock Company	50
Fruehauf Trailer Co.	8

G	
Gerstenslager Co.	39

H	
Haiss Mfg. Co., George	48
Harborside Whse. Co., Inc.	Back Cover
Hebard & Co., W. F.	52
Herman Body Company	7
Highway Trailer Co.	37
Horn Company, A. C.	6
Hyster Company	27

I	
International Harvester Co., Inc.	40

J	
Jaeger Machine Co.	35

L	
Lockheed Aircraft Corp.	17 to 20

M	
Marsh Stencil Machine Co.	51
Mercer-Robinson Co., Inc.	49
Meyercord Co.	4
Mining Safety Device Co.	49

N	
New Haven Quilt & Pad Co.	110
Nutting Truck & Caster Co.	53

O	
Orangeville Mfg. Co.	40

P	
Philco Corp. Stge. Battery Div.	29

R	
Revolvator Co.	50

S	
Sabin Machine Company	52
Sedgwick Machine Works	51
Southwestern Freight Lines	40
Studebaker Corp.	5

T	
Thomas Truck & Caster Co.	53

W	
West Bend Equipment Corp.	52
White Motor Company	2